

■ 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.



United Buying Service

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 ■ **410.792.9070** ■ **ubs4cars.com**

Washington Area

Baltimore Area

Visit us on the Web

TABLE OF CONTENTS

2018 UBS DIGITAL PRICE BOOK

2018 UBS DIGITAL PRICE BOOK (18.1) #1-290

2018 BUICK.....#3-16

2018 Buick Cascada	#4
2018 Buick Enclave.....	#5-6
2018 Buick Encore	#7-8
2018 Envision.....	#9-10
2018 Buick LaCrosse.....	#11-12
2018 Buick Regal Sportback &GS	#13-14
2018 Buick Regal TourX.....	#15-16
2018 Buick Backcover.....	# 16

2018 CHEVROLET.....#17-52

2018 Chevrolet Bolt.....	#18-19
2018 Chevrolet Camaro.....	#20-24
2018 City Express.....	#25
2018 Chevrolet Colorado.....	#26
2018 Chevrolet Cruze.....	#27-29
2018 Chevrolet Equinox.....	#30-31
2018 Chevrolet Impala	#32-33
2018 Chevrolet Malibu.....	#34-36
2018 Chevrolet Sonic	#37-38
2018 Chevrolet Spark	#39
2018 Suburban.....	#40-42
2108 Chevrolet Tahoe	#43-46
2018 Chevrolet Traverse	#47-48
2018 Chevrolet Trax.....	#49-50
2018 Chevrolet Volt	#51-52

2018 CHRYSLER.....#53-58

2018 Chrysler 300 Sedan.....	#54-56
2018 Chrysler Pacifica	#57-58

2018 DODGE

2018 Dodge Challenger.....	#60-63
2018 Dodge Charger.....	#64-66
2018 Dodge Durango.....	#67-69
2018 Dodge Grand Caravan	#70-71
2018 Dodge Journey.....	#72-73
2018 Dodge Backcover	# 74

2018 FORD.....#75-104

2018 Ford C-Max	#76-77
2018 Ford EcoSport.....	#78-79
2018 Ford Edge	#80-81
2018 Ford Escape	#82-83
2018 Ford Expedition	#84-86
2018 Ford Explorer.....	#87-89
2018 Ford Flex	#90-91
2018 Ford Focus	#92-94
2018 Ford Fusion.....	#95-98
2018 Ford Mustang.....	#99-101
2018 Ford Taurus	#102-103
2018 Ford Backcover.....	# 104

2018 GENESIS.....#105-106

2018 Genesis G80.....	#106
-----------------------	------

2018 GMC

2018 GMC Acadia.....	#108-110
2018 GMC Canyon.....	#111
2018 GMC Terrain	#112-113
2018 GMC Yukon	#114-116

2018 HONDA.....#117-126

2018 Honda Accord.....	#118
2018 Honda Civic Coupe & Sedan.....	#119
2018 Honda Civic Hatchback.....	#120
2018 Honda CR-V	#121
2018 Honda Fit.....	#122
2018 Honda HR-V	#123
2018 Honda Odyssey.....	#124
2018 Honda Pilot.....	# 125
2018 Honda Ridgeline.....	#126

2018 HYUNDAI.....#127-140

2018 Hyundai Accent.....	#128
2018 Hyundai Elantra Hatchback#129-130	
2018 Hyundai Elantra Sedan	#131-132
2217 Hyundai Santa Fe	#133-134
2018 Hyundai Santa Fe Sport.....	#135-136
2018 Hyundai Sonata	#137
2018 Hyundai Tucson	#138-139
2018 Hyundai Backcover	#140

2018 JEEP

2018 Jeep Cherokee.....	#142-144
2018 Jeep Compass	#145-147
2018 Jeep Grand Cherokee.....	#148-151
2018 Jeep Renegade.....	#152-154
2018 Jeep Wrangler JK	#155
2018 Jeep Wrangler JL.....	#156-157
2018 Jeep Backcover	#158

2018 KIA

2018 Kia Forte Sedan	#160-161
2018 Kia Forte5 Hatchback.....	#162-163
2018 Kia Niro.....	#164-165
2018 Kia Optima	#166-167
2018 Kia Optima Hybrid.....	#168
2018 Kia Rio	#169
2018 Kia Sedona	#170-171
2018 Kia Sorento.....	#172-173
2018 Kia Soul.....	#174-175
2018 Kia Sportage	#176-177
2018 Ki Stinger	#178-179
2018 Kia Backcover	#180

2018 LINCOLN

2018 Lincoln Continental.....	#182-183
2018 Lincoln MKC	#184-185
2018 Lincoln MKT.....	#186
2018 Lincoln MKX	#187-188
2018 Lincoln MKZ.....	#189-190

2018 MAZDA (B)

2018 Mazda CX-3	#192-193
2018 Mazda CX-5	#194-195
2018 Mazda CX-9	#196-197
2018 Mazda MX-5 Miata	#198-199
2018 Mazda3 Hatchback&Sedan#200-201	
2018 Mazda Backcover	#202

2018 MITSUBISHI.....#203-210

2018 Mitsubishi Mirage	#204-205
2018 Mitsubishi Outlander.....	#206-207
2018 Mitsubishi Outlander Sport#208-209	
2018 Mitsubishi Backcover.....	#210

2018 NISSAN.....#211-232

2018 Nissan 370Z	#212-212
2018 Nissan Altima Sedan	#214
2018 Nissan Armada	#215
2018 Nissan Frontier	#216-217
2018 Nissan Leaf	#218
2018 Nissan Maxima.....	#219
2018 Nissan Murano	#220
2018 Nissan Pathfinder	#221
2018 Nissan Rogue	#222
2018 Rogue Sport.....	#223
2018 Nissan Sentra.....	#224-225
2018 Nissan Titan Crew Cab	#226-227
2018 Nissan Titan King Cab	#228
2018 Nissan Titan Single Cab	#229-
2018 Nissan Versa Note.....	#230
2018 Nissan Versa Sedan.....	#231
2018 Nissan Backcover.....	#232

2018 SUBARU

2018 Subaru Crosstrek	#234-235
2018 Subaru Forester	#236-239
2018 Subaru Impreza	#240-242
2018 Subaru Legacy.....	#243-244
2018 Subaru Outback	#245-246
2018 Subaru WRX.....	#247-248

2018 TOYOTA

2018 Toyota 4Runner.....	#250-251
2018 Toyota Avalon.....	#252-253
2018 Toyota Camry.....	#254-255
2018 Toyota C-HR.....	#256
2018 Toyota Corolla	#257-258
2018 Toyota Corolla iM.....	#259
2018 Toyota Highlander.....	#260-261
2018 Toyota Prius C.....	#262
2018 Toyota Prius Hatchback ...	#263-264
2018 Toyota RAV4.....	#265-267
2018 Toyota Sequoia.....	#268-269
2018 Toyota Sienna.....	#270-271
2018 Tacoma.....	#272-273
2018 Toyota Tundra	#274-275
2018 Toyota Yaris Liftback	#276-277
2018 Toyota Yaris iA.....	#278

2018 VOLKSWAGEN (B)

2018 Volkswagen Atlas	#280-281
2018 Volkswagen Beetle.....	#282-283
2018 Volkswagen Golf GTI.....	#284
2018 Golf Hatchback	#285
2018 Golf SportWagen	#286
2018 Volkswagen Jetta Sedan.....	#287
2018 Volkswagen Passat Sedan	#288
2018 Volkswagen Tiguan 2.....	#289-290

2018 BUICK

How to use the United Buying Service Price Book:

1. Offer the member or employee access to the **2017 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 2017 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.

Washington 301.657.1920

Baltimore 410.792.9070

ubs4cars.com

2018 Buick Cascada

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)
4WT67/1SP	Cascada Premium FWD 2-Door Convertible	\$ 36,995	\$ 36,549
4WT67/1SH	Cascada Sport Touring FWD 2-Door Convertible [®]	37,995	37,534

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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
P13	Dark Effects Package (N/A on Premium); on Sport Touring	125	114
VAV	Floor Mats, Premium All-Weather (Dealer Installed) (Limited Availability)	140	127
VISIT US AT UBS4CARS.COM.			
RZ1	Floor Mats, Premium Carpeted (Dealer Installed) (Limited Availability)	140	127
G6R	Paint, Carrageen Metallic [N/A with Dark Effects Package (P13)] (N/A on Premium); on Sport Touring	N/C	N/C
GDY	Paint, Dark Moon Blue Metallic (N/A on Sport Touring); on Premium	395	359
GB9	Paint, Ebony Twilight Metallic [Requires Dark Effects Package (P13) on Sport Touring]; on Premium	395	359
	On Sport Touring	N/C	N/C
---	Paint, Flip Silver Metallic (GWD), Rioja Red Metallic (G0Y) or Smoked Pearl Metallic (GR5) (N/A on Sport Touring); on Premium	395	359
GG7	Paint, Sport Red [Requires Dark Effects Package (P13)] (N/A on Premium); on Sport Touring	N/C	N/C
GAZ	Paint, Summit White [Requires Dark Effects Package (P13) on Sport Touring]	N/C	N/C
SBZ	Pedal Kit, Sport (Dealer Installed) (Limited Availability) (N/A on Sport Touring); on Premium	165	150
RQA	Wheels, Diamond Graphite Spoke Aluminum with Bicolor Finish (N/A on Sport Touring); on Premium	NC	N/C

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.

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Baltimore 410.792.9070
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2018 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	UBS W'SALE (Includes Freight)
ENCLAVE FWD			
4NB56/1SL	Enclave Essence FWD 4-Door Sport Utility	\$ 45,295	\$ 44,283
4NC56/1SN	Enclave Premium FWD 4-Door Sport Utility	49,095	47,988
4ND56/1SP	Enclave Avenir FWD 4-Door Sport Utility	54,495	53,253

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ENCLAVE AWD			
4NH56/1SL	Enclave Essence AWD 4-Door Sport Utility	47,295	46,233
4NJ56/1SN	Enclave Premium AWD 4-Door Sport Utility	51,395	50,230
4NK56/1SP	Enclave Avenir AWD 4-Door Sport Utility	56,795	55,495

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 Hit the Road Package (PCX) and Luxury Package (PCL)]	\$ 925	\$ 842
BN2	Avenir Technology Package Includes Automatic Front Braking, Adaptive Cruise Control with Stop & Go, Active Grille Shutters and Premium HD Suspension Package (N/A on Essence or Premium); on Avneir	2,095	1,906
REMEMBER TO ASK ABOUT INCENTIVES.			
VK3	Bracket, Front License Plate	40	36
WH6	Cargo Net, Horizontal (Dealer Installed) (Limited Availability)	65	59
PDG	Cargo Package Includes Vertical Cargo Net, Cargo Shade and Cargo Tray (Dealer Installed) (Limited Availability) [N/A with Interior Protection Package (PDH)]	315	287
PCJ	Experience Buick Package Includes Power Glass Moonroof (C3U), Trailing Package (V92) and Polished Aluminum Wheels (SQ7) (N/A on Essence or Avenir); on Premium	3,250	2,958
PDF	Floor Liner Package Includes First, Second Row and Third Row All-Weather Floor Liners (N/A on Base); on Essence, Premium and Avenir	260	237
PDP	Floor Mat Package, Premium Carpet Includes First, Second Row and Third Row Premium Carpeted Floor Mats (Dealer Installed)	345	314
K05	Heater, Engine Block	100	91

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2018 Buick Enclave (Continued)

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

MFG CODE		MFG RETAIL	UBS W'SALE
PCX	Hit The Road Package Includes Molded Assist Steps (VXW) and Roof Rack Cross Rails (VLL) (Dealer Installed)	\$ 1,150	\$ 1,047
IO6	Infotainment System, Buick with Navigation (Standard on Avenir); on Essence also Includes 120 Volt Power Outlet	595	541
	On Premium	495	450
SR3	Infotainment System, Rear Seat with DVD Player, and Dual Headrest with 8" Screens and Multiple Inputs (Dealer Installed)	1,995	1,815
SR2	Infotainment System, Rear Seat without DVD Player (Dealer Installed)	1,750	1,593
PDH	Interior Protection Package Includes All-Weather Cargo Mat, All-Weather Front and Rear Floor Mats and All-Weather Third Row Floor Mats (Dealer Installed) (Limited Availability) [N/A with Cargo Package(PDG)]	250	228
DRZ	Mirror, Automatic Day/Night Inside Rearview with Rear Camera and Streaming Video Includes Surround Vision Birdseye View Camera System (Standard on Avenir); on Essence and Premium	825	751
C3U	Moonroof, Power Glass with Fixed Rear Skylight Includes Sun Shade [Included with Experience Buick Package (PCJ)] (Standard on Avenir); on Essence and Premium	1,400	1,274
---	Paint, Black Cherry Metallic (GGA), Havana Metallic (G2X) or Quicksilver Metallic (GAN) (N/A on Avenir); on Essence and Premium	395	359
---	Paint, Dark Slate Metallic (GPA), Ebony Twilight Metallic (GB8), Pepperdust Metallic (GMU) or Satin Steel Metallic (G9K); on Essence and Premium	395	359
	On Avenir	N/C	N/C
GPJ	Paint, Red Quartz Tintcoat (N/A on Avenir); on Essence and Premium	495	450
GAZ	Paint, Summit White (N/A on Avenir); on Essence and Premium	N/C	N/C
G1W	Paint, White Frost Tri-Coat; on Essence and Premium	995	905
	On Avenir	600	546
VLL	Roof Rack Cross Rails (Dealer Installed) [Included with Hit the Road Package (PCX)]	325	296
S6W	Seat Cover, Protective Rear (Dealer Installed) (Limited Availability)	295	268
VRV	Splash Guards, Color-Keyed Front and Rear (Dealer Installed)	370	246
S1F	Tablet Holders, Universal Non Powered Set of 2 for 2 nd Row (Dealer Installed) (Limited Availability)	195	177
S1L	Tablet Holders, Universal Powered with 2-USB Power Ports for 2 nd Row (Dealer Installed) (Limited Availability)	250	228
V92	Trailer Package, 4500 Lb Capacity Includes Heavy Duty Engine Cooling and Trailer Hitch [Included with Experience Buick Package (PCJ)]	650	592
SFE	Wheel Lock Kit (Dealer Installed) (Limited Availability)	70	64
SQ7	Wheels, Polished Aluminum [Included with Experience Buick Package (PCJ)] (N/A on Essence FWD or Avenir); on Essence AWD and Premium	1,400	1,274

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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Washington 301.657.1920

Baltimore 410.792.9070

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2018 Buick Encore

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)
ENCORE FWD			
4JU76/1SB	Encore Preferred Base FWD 4-Door Sport Utility	\$ 25,395	\$ 25,124
4JU76/1SH	Encore Sport Touring FWD 4-Door Sport Utility	26,595	26,306
4JU76/1SD	Encore Preferred II FWD 4-Door Sport Utility	27,895	27,587
4JV76/1SL	Encore Essence FWD 4-Door Sport Utility	30,095	29,754
4JV76/1SN	Encore Premium FWD 4-Door Sport Utility	31,595	31,231

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ENCORE AWD			
4JM76/1SB	Encore Preferred Base AWD 4-Door Sport Utility	26,895	26,602
47M76/1SH	Encore Sport Touring AWD 4-Door Sport Utility	28,095	27,784
4JM76/1SD	Encore Preferred II AWD 4-Door Sport Utility	29,395	29,064
4JN76/1SL	Encore Essence AWD 4-Door Sport Utility	31,595	31,231
4JN76/1SN	Encore Premium AWD 4-Door Sport Utility	33,095	32,709

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 1/4" 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 Buick Interior Protection Package (PDH)] (Dealer Installed)	295	268
CJ2	Air Conditioning Includes Dual Zone Automatic Climate Control with Individual Climate Settings for Driver and Front Passenger Includes Auto-Dimming Inside Rearview Mirror (N/A on Preferred Base) (Standard on Preferred II, Essence and Premium) [Requires Buick Infotainment Audio System (I06)]; on Sport Touring	355	323
I06	Audio System, Buick Infotainment [Requires Air Conditioning (CJ2) on Sport Touring] [Included with Experience Buick Package (PCJ)] (N/A on Preferred Base); on Sport Touring, Preferred II, Essence and Premium	495	450
VK3	Bracket, Front License Plate	N/C	N/C

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2018 Buick Encore (Continued)

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, Carpeted (Dealer Installed) (Limited Availability) [Included with Protection Package (PDH)] [N/A with Active Package (PCZ) (N/A on Premium); on Preferred, Sport Touring and Essence	\$ 60	\$ 55
W2D	Cargo Net (Dealer Installed) (Limited Availability) (N/A on Premium); on Preferred, Sport Touring and Essence	65	59
CAV	Cargo Tray (Dealer Installed) (Limited Availability)	110	100
LE2	Engine, 1.4L SIDI Turbocharged 4-Cylinder with Start/Stop (N/A on Preferred Base); on Preferred II, Sport Touring, Essence and Premium	895	814
PCJ	Experience Buick Package Includes Buick Infotainment Audio System (I06), Power Glass Moonroof (CF5) and 7-Spoke Chromed Aluminum Wheels (RV8) (N/A on Preferred Base or Sport Touring); on Preferred II, Essence and Premium	2,390	2,175
VAV	Floor Mats, All-Weather Front and Rear (Dealer Installed) [Included with Buick Interior Protection Package (PDH) and Road Trip Package (PDA)]	140	127
S55	Floor Mats, Premium All-Weather [N/A with Buick Interior Protection Package (PDH)] (Dealer Installed)	140	127
KPK	Heater, Oil Pan	100	91
SJ8	Lighting Kit, Front Footwell and Cup Holder (Dealer Installed) (Limited Availability)	515	469
CF5	Moonroof, Power Glass [Included with Experience Buick Package (PCJ)] (N/A on Preferred Base); on Sport Touring, Preferred II, Essence and Premium	900	819
VISIT US AT UBS4CARS.COM.			
---	Paint, Coppertino Metallic (B8R), Quicksilver Metallic (GAN), Ebony Twilight Metallic (GB0), Winterberry Red Metallic (GCS), Black Cherry Metallic (GJ6), Graphite Gray Metallic (GK2) or Coastal Blue Metallic (GQM) Includes Black Carbon Metallic Lower Exterior Accent Color	395	359
GAZ	Paint, Summit White Includes Black Carbon Metallic Lower Exterior Accent Color	N/C	N/C
GP5	Paint, White Frost Tricoat Includes Satin Nickel Metallic Lower Exterior Accent Color	995	876
PDH	Protection Package, Buick Interior Includes 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) (N/A on Premium); on Preferred, Sport Touring and Essence	175	159
UQA	Radio Equipment, Bose Premium 7-Speaker System (N/A on Preferred Base) (Standard on Premium); on Sport Touring, Preferred II 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 Buick Interior Protection Package (PDH)] (Dealer Installed)	350	319
VLL	Roof Rack Cross Rails (Dealer Installed) (Limited Availability) [Included with Road Trip Package (PDA)]	245	223
PCW	Safety Package Includes Side Blind Zone Alert; Rear Cross Traffic Alert and Power Outlet (N/A on Preferred, Essence or Premium); on Sport Touring	495	450
SFE	Wheel Lock Kit (Dealer Installed) (Limited Availability) (N/A on Sport Touring); on Preferred Essence and Premium	70	64
SE4	Wheels, 5-Spoke Midnight Silver Aluminum (Dealer Installed) (Limited Availability) (N/A on Sport Touring); on Preferred, Essence and Premium	1,855	1,688

Understanding the difference

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What to do

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2018 Buick Envision

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)
ENVISION FWD			
4XR26/1SD	Envision Preferred FWD 4-Door Sport Utility	\$ 36,865	\$ 36,064
4XS26/1SL	Envision Essence FWD 4-Door Sport Utility	38,715	37,867

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.

ENVISION AWD			
4XY26/1SD	Envision Preferred AWD 4-Door Sport Utility	\$ 38,715	\$ 37,867
4XZ26/1SL	Envision Essence AWD 4-Door Sport Utility	40,565	39,671
4XT26/1SN	Envision Premium I AWD 4-Door Sport Utility	43,315	42,352
4XU26/1SP	Envision Premium II AWD 4-Door Sport Utility	45,955	44,926

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 Cargo Tray (CAV) and Trailering Package (SDE) [N/A with Hit The Road Package (PCH) or Protective Seat Cover (S6W)] (Dealer Installed)	\$ 630	\$ 573
I06	Audio System, Buick Infotainment (N/A on Preferred) (Standard on Premium II); on Essence and Premium Base	495	450
PDD	Cargo Package Includes Cargo Shade and Cargo Net (Dealer Installed)	190	173

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KSG	Driver Confidence Package Includes Adaptive Cruise Control, Surround Vision and Front Automatic Braking (N/A on Preferred, Essence or Premium Base); on Premium II	1,545	1,406
RIA	Floor Mats, All-Weather [N/A with Interior Luxury Package (PCK), Buick Interior Protection Package (PDH) or Road Trip Package (PDA)]	200	182
PCH	Hit The Road Package Includes Integrated Cargo Liner, Custom Molded Body-Color Splash Guards and Roof Rack Cross Rails (VLL) [N/A with Buick Interior Protection Package (PDH), Active Package (PCZ), Road Trip Package (PDA) or Protective Seat Cover (S6W)] (N/A on Preferred); on Essence and Premium	595	541
PCK	Interior Luxury Package Includes Illuminated Front Door Sill Plates and Premium Carpeted Floor Mats [N/A with Buick Interior Protection Package (PDH)]	540	491
C3U	Moonroof, Power Panoramic Tilt-Sliding (N/A on Preferred); on Essence and Premium	1,495	1,360

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2018 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
---	Paint, Midnight Amethyst Metallic (G7U), Chili Red Metallic (G8B), Ebony Twilight Metallic (GB8), Galaxy Silver Metallic (GIY) or Bronze Alloy Metallic (GWX); on Essence and Premium	\$ 395	\$ 359
	On Preferred	N/C	N/C
GAZ	Paint, Summit White (N/A on Preferred); on Essence and Premium	N/C	N/C
PDH	Protection Package, Buick Interior Includes Carpeted Cargo Mat (VLI) and All-Weather Front and Rear Floor Mats (VAV) [N/A with Interior Luxury Package (PCK), Hit The Road Package (PCH) or Road Trip Package (PDA)] (Dealer Installed) (Limited Availability)	200	182
PDA	Road Trip Package Includes All-Weather Front and Rear Floor Mats (VAV) and Roof Rack Cross Rails (VLL) [N/A with Buick Interior Protection Package (PDH) or Hit The Road Package (PCH)] (N/A on Preferred); on Essence and Premium	365	332
VLL	Roof Rack Cross Rails (Dealer Installed) [Included with Hit the Road Package (PCH)] (N/A on Preferred); on Essence and Premium	255	232
S6W	Seat Cover, Protective [N/A with Hit The Road Package (PCH) or Active Package (PCZ)] . .	260	237
VXW	Side Steps, Body Color Molded (Dealer Installed)	775	705
S1F	Tablet Holder, Universal (Dealer Installed) (Limited Availability)	195	177
<div style="border: 2px solid black; padding: 5px; text-align: center;"> BALTIMORE: 410-792-9070 WASHINGTON: 301-657-1920 </div>			
SFE	Wheel Locks (Dealer Installed)	60	55
SED	Wheels, Ultra Bright Machined Aluminum with Midnight Silver Pockets (N/A on FWD); on AWD	1,995	1,815

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

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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2018 Buick LaCrosse

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)
LACROSSE FWD			
4ZB79/1SB	LaCrosse Preferred FWD 4-Door Sedan	\$ 34,595	\$ 34,185
4ZB79/1SL	LaCrosse Essence FWD 4-Door Sedan	37,295	36,844
4ZC79/1SP	LaCrosse Premium FWD 4-Door Sedan	39,595	39,110
4ZD79/1SU	LaCrosse Avenir FWD 4-Door Sedan	45,790	45,212

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LACROSSE AWD			
4ZP79/1SL	LaCrosse Essence AWD 4-Door Sedan	41,990	41,469
4ZG79/1SP	LaCrosse Premium AWD 4-Door Sedan	44,395	43,838
4ZH79/1SU	LaCrosse Avenir AWD 4-Door Sedan	47,990	47,379

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

MFG CODE		MFG RETAIL	UBS W'SALE
PEF	All Weather Protection Package Includes Cargo Area Tray (CAV) and All-Weather Front and Rear Floor Liners (RIA) (Dealer Installed)	\$ 295	\$ 268

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VK3	Bracket, Front License Plate	40	36
RWU	Cargo Area Organizer, Collapsible (Dealer Installed)	140	127
VLI	Cargo Mat, Black (Dealer Installed)	80	73
CAV	Cargo Tray, Black (Dealer Installed)	135	123
B26	Driver Confidence Package #1 Includes Rear Cross-Traffic Alert and Lane Change Alertt with Side Blind-Zone Alert [Requires Sights and Sounds Package (WPY)] (N/A on Preferred) (Standard on Premium and Avenir); on Essence	445	405
WPA	Driver Confidence Package #2 Includes Adaptive Cruise Control, Forward Automatic Braking, Pedestrian Detection and Automatic Parking Assist (N/A on Preferred or Essence); on Premium and Avenir	1,690	1,538
PDW	Dynamic Drive Package (N/A on Preferred); on Essence and Premium FWD	1,625	1,479
	On Premium AWD	1,300	1,183

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2018 Buick LaCrosse (Continued)

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

MFG CODE		MFG RETAIL	UBS W'SALE
RVJ	Fender Vent, Bodycolor Sport Appearance (Dealer Installed) (N/A on Avenir); on Preferred, Essence and Premium	\$ 495	\$ 450
SVJ	Fender Vent, Sport Appearance	495	450
RYT	First Aid Kit (Dealer Installed)	32	32
51F	Floor Liners, All-Weather Front and Rear (Dealer Installed)	120	109
RIA	Floor Liners, All-Weather Front and Rear	190	173
VAV	Floor Mats, All-Weather Front and Rear (Dealer Installed)	140	127
VYW	Floor Mats, Premium Carpeted Front and Rear (Dealer Installed)	190	173
VAS	Grille, Body Color (Dealer Installed) (N/A on Avenir); on Preferred, Essence and Premium	590	537
K05	Heater, Engine Block.	100	91
S08	Highway Safety Kit (Dealer Installed)	90	82
GAN	Paint, Quicksilver Metallic (N/A on Avenir); on Preferred Essence and Premium	395	359
GPJ	Paint, Red Quartz Tintcoat (N/A on Avenir); on Preferred Essence and Premium	495	450
---	Paint, Satin Steel Metallic (G9K), Ebony Twilight Metallic (GB8), Pepperdust Metallic (GMU) or Dark Slate Metallic (GPA)	395	359
---	Paint, Summit White (GAZ) or Black Onyx (GBA) (N/A on Avenir); on Preferred Essence and Premium	N/C	N/C
G1W	Paint, White Frost Tricoat	995	905
SBZ	Pedals, Sport (Dealer Installed)	180	164
PDH	Protection Package, Buick Interior Includes Carpeted Cargo Mat (VLI) and All-Weather Front and Rear Floor Mats (VAV) (Dealer Installed)	200	182
WPY	Sights and Sounds Package Includes Buick Infotainment System with Navigation, Bose Centerpoint Surround Sound and HD Radio [Requires Driver Confidence Package #1 (B26) on Essence] (N/A on Preferred) (Standard on Avenir); on Essence and Premium	1,145	1,042
VRV	Splash Guards, Custom Molded (Dealer Installed) (N/A on Avenir); on Preferred, Essence and Premium	300	273
SB2	Spoiler, Rear Flushmount (Dealer Installed) (N/A on Avenir); on Preferred, Essence and Premium	415	378
WPB	Sun and Shade Package Includes Power Panoramic Moonroof and Power Rear Sunshade (N/A on Preferred) (Standard on Avenir); on Essence and Premium	1,550	1,411
SIF	Tablet Holder, Universal (Dealer Installed)	115	105
SFE	Wheel Lock Kit (Dealer Installed)	60	55
PDE	Winter/Summer Floor Mat Package Includes Cargo Area Tray (CAV), All-Weather Floor Mats (VAV) and Premium Carpeted Floor Mats (VYW) (Dealer Installed)	420	382

Understanding the difference

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

For additional savings, manufacturer rebates and incentive 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

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Washington 301.657.1920

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2018 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	28,595	28,275
4ZX68/1SC	Regal Sportback Preferred II FWD 4-Door Sedan	30,695	30,343
4ZY68/1SL	Regal Sportback Essence FWD 4-Door Sedan	32,695	32,313
<div style="border: 1px solid black; padding: 5px;"> <p>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 <u>rebates</u> from the manufacturer to the customer. Also, <u>incentives</u> from the manufacturer to the dealer will be offered when available by the UBS dealer representative to the UBS customer to further <u>lower your cost</u> at the time of delivery.</p> </div>			
REGAL SPORTBACK AWD			
4ZG68/1SC	Regal Sportback Preferred II AWD 4-Door Sedan	32,695	32,313
4ZH68/1SL	Regal Sportback Essence AWD 4-Door Sedan	34,795	34,382
REGAL GS AWD			
4GF68/1SX	Regal GS AWD 4-Door Sedan	39,995	39,504

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 or Essence); on GS	485	441
VK3	Bracket, Front License Plate	\$ 40	\$ 36
WH6	Cargo Net, Floor Mounted (Dealer Installed) (Limited Availability)	65	59
RWU	Cargo Organizer (Dealer Installed) (Limited Availability)	140	127
CAV	Cargo Tray (Dealer Installed) (Limited Availability) [Included with Protection Package (PDH)]	135	123
<div style="border: 1px solid black; padding: 5px; text-align: center;"> REMEMBER TO ASK ABOUT INCENTIVES. </div>			
SOM	Door Sill Plates, Illuminated (Dealer Installed) (Late & Limited Availability)	395	359
B26	Driver's Confidence Package #1 Includes Side Blind-Spot Alert with Lane Change Alert, Rear Cross-Traffic Alert, LED Headlamps with Automatic Leveling, Cornering Lights, Rear Park Assist and LED Taillights; on Preferred Base also Includes P245/45R-18 Tires	1,245	1,133
	On Preferred II also Includes Mobile Device Wireless Charging	983	1,080
	On Essence also Includes Memory Package, Automatic Day/Night Driver's Outside Mirror and Mobile Device Wireless Charging	1,580	1,438

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2018 Buick Regal Sportback & Regal GS (Continued)

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

MFG CODE		MFG RETAIL	UBS W/SALE
BGP	Driver's Confidence Package #2 Includes Automatic Front Braking, Adaptive Cruise Control, Forward Collision Alert, Lane Keep Assist, Front Pedestrian Detection and Following Distance Sense Indicator [Requires Driver's Confidence Package #1 (B26) on Essence] (N/A on Preferred); on Essence	\$ 1,090	\$ 992
	On GS also Includes Head-Up Display	1,690	1,538
RYT	First Aid Kit (Dealer Installed) (Limited Availability)	35	32
VAV	Floor Mats, All Weather (Dealer Installed) (Limited Availability) [Included with Protection Package (PDH)]	140	127
KO5	Heater, Engine Block	100	91
SO8	Highway Safety Kit (Dealer Installed) (Limited Availability)	90	82
CF5	Moonroof, Power Glass	1,000	910
G6R	Paint, Carragen (N/A on GS); on Preferred and Essence	N/C	N/C
---	Paint, Darkmoon Blue Metallic (GDX), Rioja Red Metallic (GOY) or Smoked Pearl Metallic (GR5) (N/A on GS); on Preferred and Essence	395	359
---	Paint, Ebony Twilight Metallic (GB9) or Quicksilver Metallic (GAN)	395	359
GAZ	Paint, Summit White	N/C	N/C
G1W	Paint, White Frost Tricoat (N/A on GS); on Preferred and Essence	995	905
SBZ	Pedal Covers, Sport (Dealer Installed) (Limited Availability)	175	159
PDH	Protection Package, Interior Includes Cargo Tray (CAV) and All-Weather Front and Rear Floor Mats (VAV) (Dealer Installed) (Late & Limited Availability)	200	182
S5W	Seatback Organizer (Limited Availability)	60	55
VISIT US AT UBS4CARS.COM.			
WPY	Sights & Sounds Package Includes Buick Infotainment System with Navigation, 8" Touch Screen Monitor, 8-Speakers Radio Equipment and HD Radio; on Preferred Base.	1,720	1,565
	On Preferred II, Essence and GS	945	860
VQK	Splash Guards, Molded Front and Rear (Dealer Installed) (Limited Availability) (N/A on GS)	170	155
SIF	Tablet Holder, Universal (Dealer Installed) (Limited Availability)	195	177
SFE	Wheel Locks (Dealer Installed) (Limited Availability)	60	55

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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United Buying Service

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Washington 301.657.1920

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ubs4cars.com

2018 Buick Regal TourX

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 TOURX			
4ZW35/1SB	Regal TourX Preferred AWD 4-Door Wagon	\$ 33,595	\$ 33,200
4ZY35/1SL	Regal TourX Essence AWD 4-Door Wagon	35,995	35,564

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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
WH6	Cargo Net, Floor Mounted (Dealer Installed) (Limited Availability)	65	59
RWU	Cargo Organizer (Dealer Installed) (Limited Availability) (N/A on GS)	140	127
CAV	Cargo Tray (Dealer Installed) (Limited Availability) [Included with Protection Package (PDH)]	135	123
SOM	Door Sill Plates, Illuminated (Dealer Installed) (Late & Limited Availability)	395	359
B26	Driver's Confidence Package #1 Includes Side Blind-Spot Alert with Lane Change Alert, Rear Cross-Traffic Alert, LED Headlamps with Automatic Leveling, Lane Change Assist, Cornering Lights and Rear Park Assist; on Preferred	1,240	1,128
	On Essence also Includes Memory Package, Dual Heated Power Outside Mirrors, Automatic Day/Night Driver's Outside Mirror and Mobile Device Wireless Charging	1,725	1,569
BGP	Driver's Confidence Package #2 Includes Automatic Front Braking, Forward Collision Warning System, Adaptive Cruise Control, Lane Keep Assist, Front Pedestrian Detection and Following Distance Sense Indicator [Requires Driver's Confidence Package #1 (B26)] (N/A on Preferred); on Essence	1,190	1,083
RYT	First Aid Kit (Dealer Installed) (Limited Availability)	35	32
VAV	Floor Mats, All Weather (Dealer Installed) (Limited Availability) [Included with Protection Package (PDH)]	140	127
KO5	Heater, Engine Block	100	91
SO8	Highway Safety Kit (Dealer Installed) (Limited Availability)	90	82
C3U	Moonroof, Panoramic Power Glass	1,200	1,092
GP6	Paint, Abalone White Tricoat	995	905
---	Paint, Darkmoon Blue Metallic (GDX), Ebony Twilight Metallic (GB9), Quicksilver Metallic (GAN), Rioja Red Metallic (GOY) or Smoked Pearl Metallic (GR5)	395	359
---	Paint, Sport Red (GG7) or Summit White (GAZ)	N/C	N/C
SBZ	Pedal Covers, Sport (Dealer Installed) (Limited Availability)	175	159

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2018 Buick Regal TourX (Continued)

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

MFG CODE		MFG RETAIL	UBS W'SALE
PDH	Protection Package, Interior Includes Cargo Tray (CAV) and All-Weather Front and Rear Floor Mats (VAV) (Dealer Installed) (Late & Limited Availability)	\$ 200	\$ 182
VISIT US AT UBS4CARS.COM.			
S5W	Seatback Organizer (Limited Availability) (N/A on GS)	60	55
WPY	Sights & Sounds Package Includes Buick Infotainment System with Navigation, 8-Speakers Radio Equipment and HD Radio; on Preferred also Includes Remote Control Engine Start and 8" Touch Screen Monitor	1,870	1,702
	On Essence	1,095	996
VQK	Splash Guards, Molded Front and Rear (Dealer Installed) (Limited Availability)	170	155
SIF	Tablet Holder, Universal (Dealer Installed) (Limited Availability)	115	105
SFE	Wheel Locks (Dealer Installed) (Limited Availability)	60	55

Understanding the difference

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What to do

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2018 CHEVROLET

How to use the United Buying Service Price Book:

1. Offer the member or employee access to the **2017 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 2017 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

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Washington 301.657.1920

Baltimore 410.792.9070

ubs4cars.com

2018 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	UBS W'SALE (Includes Freight)
1FB48/2LT	Bolt EV LT FWD 4-Door Hatchback	\$ 37,495	\$ 37,066
1FC48/2LZ	Bolt EV Premier FWD 4-Door Hatchback	41,780	41,287

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.

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

MFG CODE		MFG RETAIL	UBS W'SALE
5XB	Battery Recharge Cord, Portable (Dealer Installed)	\$ 535	\$ 487
VKD	Bracket, Front License Plate	N/C	N/C
VLI	Cargo Mat, All-Weather (Dealer Installed) [Included with Interior Protection Package (PDH)]	110	100
W2D	Cargo Net (Dealer Installed)	65	59
GK8	Cargo Storage, Double Floor (Standard on Premier)	100	91
CBT	Charging Provisions, Fast Accommodations	750	683
WPU	Comfort & Convenience Package Includes Automatic Day/Night Inside Rearview Mirror, Heated Front Seats, Heated Steering Wheel and Leather-Wrapped Steering Wheel (N/A on Premier); on LT	555	505
WPX	Driver Confidence II Package Includes Front Pedestrian Braking System, Low Speed Forward Automatic Braking, Forward Collision Alert, IntelliBeam Automatic High Beam Headlamp Control, Lane Keep Assist with Lane Departure Warning and Following Distance Sensor Indicator [Requires Infotainment Package (JSA)] (N/A on LT); on Premier	495	450

DO YOU HAVE A UBS PURCHASE CERTIFICATE?

WPR	Driver Confidence Package Includes Side Blind Zone Alert with Lane Change 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)	215	196
VAV	Floor Mats, All-Weather (Dealer Installed) [Included with Interior Protection Package (PDH)]	140	127
VYW	Floor Mats, Premium Carpeted (Port Installed)	140	127
JSA	Infotainment Package Includes 2-Rear USB Ports, 6-Bose Speakers and Wireless Charging Mobile Device (N/A on LT); on Premier	485	441

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2018 Chevrolet Bolt (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 Includes All-Weather Floor Mats (VAV) and All-Weather Cargo Mat (VLI) (Dealer Installed)	200	182
---	Paint, Arctic Blue Metallic (GGB), Mosaic Black Metallic (GB8), Nightfall Gray Metallic (G7Q) or Summit White (GAZ)	N/C	N/C
---	Paint, Cajan Red Tintcoat (GPJ), Kinetic Blue Metallic (GD1) or Orangeburst Metallic (GGQ)	\$ 395	\$ 359
GAN	Paint, Silver Ice Metallic (N/A on LT); on Premier	N/C	N/C
SGI	Sill Plates, Aluminum (Dealer Installed)	125	114
SIF	Tablet Holders, Universal (Dealer Installed)	115	105
SFE	Wheel Lock Kit (Dealer Installed)	60	55
SFJ	Window Shade, Reflective Front (Dealer Installed) (Limited Availability)	110	100
PCN	Winter/Summer Floor Mats Package (Dealer Installed) (Limited Availability)	260	237

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

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

2018 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	UBS W'SALE (Includes Freight)
CAMARO COUPE			
1AG37/1LS	Camaro 1LS RWD 2-Door Coupe Manual	\$ 26,900	\$ 26,632
1AG37/1LT	Camaro 1LT RWD 2-Door Coupe Automatic	27,695	27,415
1AH37/2LT	Camaro 2LT RWD 2-Door Coupe Manual	31,495	31,158
1AJ37/1SS	Camaro 1SS RWD 2-Door Coupe Manual	37,995	37,560
1AK37/2SS	Camaro 2SS RWD 2-Door Coupe Manual	42,995	42,485
1AL37/ZL1	Camaro ZL1 RWD 2-Door Coupe Manual (Requires Gas Guzzler Tax priced separately)	62,495	61,693

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CAMARO CONVERTIBLE			
1AG67/1LS	Camaro 1LS RWD 2-Door Convertible Manual	\$ 32,900	\$ 32,542
1AG67/1LT	Camaro 1LT RWD 2-Door Convertible Automatic	33,695	33,325
1AH67/2LT	Camaro 2LT RWD 2-Door Convertible Manual	36,695	36,280
1AJ67/1SS	Camaro 1SS RWD 2-Door Convertible Manual	43,995	43,470
1AK67/2SS	Camaro 2SS RWD 2-Door Convertible Manual	48,995	48,395
1AL67/ZL1	Camaro ZL1 RWD 2-Door Convertible Manual (Requires Gas Guzzler Tax priced separately)	68,495	67,603

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

MFG CODE		MFG RETAIL	UBS W'SALE
SFZ	Badging, Black Camaro Fender [N/A with Camaro Log Package (PCX) or Camaro Insignia Package (PDV)] (Dealer Installed) (Limited Availability) (N/A on ZL1)	\$ 145	\$ 132
RIN	Badging, Camaro Fender (Dealer Installed) (Limited Availability) [Included with Camaro Log Package (PCX) and Camaro Insignia Package (PDV)] (N/A on ZL1)	145	132
5WF	Battery Protection Package (Dealer Installed) (Limited Availability)	120	109
VK3	Bracket, Front License Plate	40	36
5JL	Brake Kit, 4-Piston Front (Dealer Installed) (Limited Availability) (N/A on SS or ZL1)	2,175	1,979
5LQ	Brake Kit, 6-Piston Front (Dealer Installed) (Limited Availability) (N/A on ZL1); on LS, LT and SS	3,175	2,889

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2018 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
PDV	Camaro Insignia Package Includes Camaro Fender Badging (RIN), Painted Engine Cover (VYX) and Premium Carpeted Floor Mats with Camaro Logo (VYW) (Dealer Installed) (Limited Availability) [N/A with Black Fender Badging (SFZ), Camaro Logo Package (PCX), Floor Mats (W1V) or Floor Mats (WL2)] (N/A on ZL1); on LS and LT	\$ 595	\$ 541
	On SS	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) (Limited Availability) [N/A with Black Fender Badging (SFZ), Camaro Insignia Package (PDV), Embroidered Center Console Lid (VTF), Floor Mats (W1V), Floor Mats (WL2), Performance Enthusiast Package (PCH/PCI), Performance Package (A1-), Interior Accent Trim Package (BRD/BRJ) or Kalahari Interior Trim (H01)] (N/A on ZL1); on LS, LT and SS	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
VGS	Car Cover, Outdoor with ZL1 Logo (N/A on LS, LT or SS); on ZL1	435	396
VLI	Cargo Mat, All-Weather (N/A on Convertibles); on Coupes	150	137
62F	Cargo Mat, Premium Carpeted (N/A on Convertibles); on Coupes	150	137
W2D	Cargo Net (Dealer Installed) (Limited Availability)	65	59
VTF	Console Lid, Embroidered (Dealer Installed) (Limited Availability) (N/A on ZL1)	325	296
SH1	Console Lid, Embroidered with Badging [Included with Camaro Logo Package (PCX)] (N/A on ZL1)	325	296
ZN2	Convenience & Lighting Package Includes Side Blind Zone Alert with Lane Change Alert, Rear Cross-Traffic Alert, Multi-Color Driver Information Center, Head-Up Instrument Display, Aluminum Interior Accents, 24-Color Interior Spectrum Lighting, Memory Package, Dual Heated Power Outside Mirrors with Automatic Day/Night Outside Driver's Side, Rear Park Assist, Heated Steering Wheel and Mobile Device Wireless Charging (NA on 1LS, 1LT, 1SS, 2SS or ZL1); on 2LT	2,800	2,548
UQT	Data & Video Recorder, Performance [Requires Convenience & Lighting Package (ZN2) and Performance Package (A1-)] (N/A on LS Coupe, 1LT Coupe, 2SS Coupe or Convertibles); on 2LT Coupe, 1SS Coupe and ZL1 Coupe	1,300	1,183
D88	Decal, 1LE Hash Mark (N/A on 1LS Convertible, 1LT, 2LT Convertible, 1SS Convertible, 2SS or ZL1); on 1LS Coupe, 2LT Coupe and 1SS Coupe	85	77
5K2	Decal, Decklid Blackout Between Taillamps (Dealer Installed) (Limited Availability) [Requires Black Front and Rear Bow-Tie Emblems (RIK)] (N/A on ZL1)	125	114
---	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) (Limited Availability) (N/A on Convertible or on ZL1 Coupe); on LS Coupe, LT Coupe and SS Coupe	545	496
---	Decals, Black Metallic Hash Mark (RY2), Blue Hash Mark (SF9), Red Hash Mark (SNG), Silver Hash Mark (SHQ), White Pearl Hash Mark (SFC) or Gray Hash Mark (VPO) (Dealer Installed) (Limited Availability) (N/A on ZL1)	195	177
RN2	Emblems Illuminated Front Gold Bow-Tie (Dealer Installed) (Limited Availability) (N/A on ZL1)	400	364
RIK	Emblems, Black Front and Rear Bow-Tie (Dealer Installed) (Limited Availability) (N/A on ZL1)	165	150
R88	Emblems, Illuminated Black Bow-Tie (Dealer Installed) (Limited Availability) (N/A on ZL1) . .	425	387
VYX	Engine Cover, Painted (Dealer Installed) (Limited Availability) (N/A on ZL1); on LS and LT . .	370	337
	On SS	545	496
LGX	Engine, 3.6 Liter V6 (N/A on SS or ZL1); on LS and LT	1,495	1,360
NPP	Exhaust, Dual-Mode Performance [Requires 3.6L V6 Engine (LGX) on LS and LT] (Standard on ZL1); on LS, LT and SS	895	814
5V4	Exterior Appearance Package, Black (N/A on Convertibles or SS Coupe); on LS Coupe, LT Coupe and SS Coupe	1,815	1,652
RZ3	Fascia Extension, Front (Dealer Installed) (Limited Availability) [Require RS Package (WRS)] [N/A with Ground Effects Package (5VM)] (N/A on ZL1)	610	555
PCW	Floor Mats Package, Premium Carpeted (N/A on Convertibles); on Coupes	295	268
VAV	Floor Mats, All Weather (Dealer Installed) (Limited Availability) [Included with Winter/Summer Floor Mats Package (PCN) and Weather Protection Package (VQG)] . . .	150	137

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2018 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
VYW	Floor Mats, Premium Carpeted with Camaro Logo [Included with Winter/Summer Floor Mats Package (PCN), Camaro Logo Package (PCX), Redline Edition (WBL) and Camaro Insignia Package (PDV)] (Dealer Installed) (Limited Availability) (N/A on ZL1)	\$ 150	\$ 137
WL2	Floor Mats, Premium Carpeted with Performance Logo (Dealer Installed) (Limited Availability) (N/A on 1LT, 2SS or ZL1 or on Convertibles) [Requires Performance Package (A1-)] on 1LS, 2LT and 1SS Coupes	160	146
W1V	Floor Mats, Premium Carpeted with RS or SS Logo [Requires RS Package (WRS) on LT] . .	150	137
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
---	Gas Guzzler Tax; on ZL1 with Manual Transmission	1,300	1,300
	On ZL1 with Automatic Transmission	800	800
RZ9	Grille, SS Lower with Color-Keyed Insert (N/A on LS, LT or 1LZ); on SS	550	501
RZB	Grille, Upper & Lower (N/A on SS or 1LZ); on LS and LT	695	632
5VM	Ground Effects Package (Dealer Installed) (Limited Availability) [N/A with Front Fascia Extension (RZ3)] [Requires RS Package (WRS) on LS and LT] (N/A on ZL1)	2,250	2,048
K05	Heater, Engine Block (N/A on SS or ZL1); on LS and LT	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 Low Gloss Black Aluminum Wheels (RTH)]; on LS Coupe and LT Coupe	995	905
CFW	Hood Insert, Carbon Fiber (N/A on LS, LT or SS); on ZL1	600	546
SOJ	Hood Vents, Color-Keyed (Dealer Installed) (Limited Availability) (N/A on LS, LT or ZL1) . .	375	341
3DL	Instrument Panel, Carbon Fiber (N/A on LS, LT or SS); on ZL1	500	455
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 [Requires Convenience & Lighting Package (ZN2) on 2LT]; on 2LT and 2SS . . .	500	455
PCV	Interior Package [Requires RS Package (WRS) on LS and LT] (N/A on ZL1); on LS, LT and SS	430	391
---	Interior Trim Kit, Black (WGT), Blue (SOT), Red (WKG), White (VTG) or Yellow (WGO) (Dealer Installed) (Limited Availability) (N/A on 2SS or ZL1)	395	359
---	Knee Bolsters, Black Sueded (S0U), Kalahari (WGL), Red (WHA) or White (S0V) (Dealer Installed) (Limited Availability) (N/A on ZL1); on LS, LT and SS	350	319
S--	Lighting, Interior Spectrum Red Day (SIC), Interior Spectrum Dark Night (SIB) or Interior Spectrum Structura (SJ8) (N/A on 2SS or ZL1); on LS, LT and 1SS	950	865
S0O	Lights, Footwell (Dealer Installed) (Limited Availability) [Requires Convenience & Lighting Package (ZN2) on 2LT] (N/A on LS, 1LT, 1SS or ZL1); on 2LT and 2SS	395	359
---	Paint, Arctic Blue Metallic (GGB), Black (GBA), Mosaic Black Metallic (GB8), Nightfall Gray Metallic (G7Q), Red Hot (G7C), Silver Ice Metallic (GAN) or Summit White (GAZ)	N/C	N/C
---	Paint, Bright Yellow (G7D), Garnett Red Tintcoat (G7E) or Hyper Blue Metallic (GD1)	395	359
VEB	Pedal Kit, Sport (Dealer Installed) (Limited Availability) (N/A on ZL1); on LS, LT and SS . .	180	164
PCH/PCI	Performance Enthusiast Package with Gray Accents (PCH) or Red Accents (PCI) Includes Suspension Lowering Kit (SG3), Performance Center Wheel Caps, Embroidered Center Console Lid and Premium Carpeted Floor Mats with Performance Logo [N/A with Camaro Logo Package (PCX) or Redline Edition (WBL)] (N/A on ZL1); on LS, LT and SS	2,550	2,321
SC1	Performance Handling Package [Requires Suspension Lowering Kit (SG3)] [N/A with Magnetic Ride Control (F55)] (N/A on LS Coupe, LT Coupe, ZL1 Coupe or Convertibles); on 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	4,500	4,095
	On 1SS Also 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	6,500	5,915
	On ZL1 Also Includes Red Brake Calipers, P305/30R-19 Front & P325/30R-19 Rear Summer Tires and Low Gloss Black Painted Forged Aluminum Wheels	7,500	6,825

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2018 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
PDX	Protection Package Includes Outdoor Gray Car Cover with Logo & Premium Carpeted Floor Mats with Logo (W1V) (N/A on LS, LT or SS); on ZL1	\$ 535	\$ 487
I06	Radio, AM/FM Stereo with MyLink, Navigation System & Touch Screen (N/A on LS, 1LT or 1SS); on 2LT, 2SS and ZL1	495	450
WBL	Redline Edition Includes 20" Tires, Blackout Decklid Decal, Black Bow-Tie Front and Rear Emblems (RIK), Premium Carpeted Floor Mats with Camaro Logo (VYW) and Black Painted Aluminum Wheels with Red Accents [Requires RS Package (WRS) on LS and LT] (N/A on ZL1); on LS and LT also Includes Upper and Lower Grille	2,495	2,270
	On SS also Includes SS Lower Grille with Color-Keyed Insert	2,345	2,134
WRS	RS Package Includes HID Headlamps, P245/40R-20 Run Flat Tires, Unique Grille, LED Tail Lights, Decklid Spoiler and 5-Split Spoke Premium Gray Painted Machined Face Aluminum Wheels (N/A on SS or ZL1); on LS and LT	1,950	1,775
AQJ	Seats, Recaro Performance Bucket (N/A on 1LT) (Standard on ZL1) [Requires Performance Package (A1-) on 2LT and Included with Performance Package (A1-) on SS]; on LS, 2LT and SS	1,395	1,269
SA7	Shift Knob, Suede [N/A with Transmission (MX0)]; on 2LT and 2SS	190	173
5KP	Sill Plates, Illuminated (Dealer Installed) (Limited Availability) [N/A with Convenience & Lighting Package (ZN2)] (N/A on 2SS or ZL1); on LS, LT and 1SS	395	359
VRV	Splash Guards, Color-Keyed (Dealer Installed) (Limited Availability) [N/A with Ground Effects Package (5VM)] [Included with Weather Protection Package (VQG)] (N/A on ZL1)	295	268
5ZU	Spoiler, Bodycolor Blade (Dealer Installed) (Limited Availability) (N/A on Convertibles); on Coupes	690	620
5V5	Spoiler, Bodycolor Rear Wing (Dealer Installed) (Limited Availability) (N/A on ZL1 Coupe or on Convertibles); on LS Coupe, LT Coupe and ZL1 Coupe	575	523
PDY	Spoiler, Bodycolor with Wicker Package (N/A on Convertibles or SS Coupe); on LS Coupe, LT Coupe and SS Coupe	1,050	956
DUU	Stripe, Black Center (N/A on SS or ZL1); on LS and LT	470	428
DW8/DV8	Stripe, Black Metallic Center (N/A on LS or LT); on SS and ZL1	470	428
DUV	Stripe, Silver Center (N/A on ZL1); on LS, LT and SS	470	428
DW7	Stripe, White Pearl Center (N/A on ZL1); on LS, LT and SS	470	428
SNK	Stripes, Black Center (Dealer Installed) (Limited Availability) [Requires Blade Spoiler (5ZU) on LS Coupe and LT Coupe] (N/A on LS Convertible, LT Convertible, SS Convertible or ZL1); on LS Coupe, LT Coupe, SS Coupe and SS Convertible	595	541
SNJ	Stripes, Black Metallic Center (Dealer Installed) (Limited Availability) [Requires Blade Spoiler (5ZU) on LS Coupe and LT Coupe] (N/A on SS Convertible or ZL1); on LS Coupe, LS Convertible, LT Coupe, LT Convertible and SS Coupe	595	541
SB9	Stripes, Black Metallic Rally (Dealer Installed) (Limited Availability) [Requires Blade Spoiler (5ZU) on Coupe] (N/A on SS Convertible or on ZL1); on LS Coupe, LS Convertible, LT Coupe and LT Convertible	595	541
	On SS Coupe	695	632
B04	Stripes, Black Metallic Rally (N/A on LS, LT or ZL1); on SS	470	427
C30	Stripes, Black Rally (N/A on SS or ZL1); on LS and LT	470	428
SNA	Stripes, Black Rally [Requires Blade Spoiler (5ZU) on Coupe] (N/A on LS Convertible, LT Convertible, ZL1 Coupe or ZL1 Convertible); on LS Coupe, LT Coupe, SS Coupe and SS Convertible	695	632
VUP/SFA	Stripes, Blue Center (VUP) or Red Center (SFA) (Dealer Installed) (Limited Availability) (N/A on ZL1)	595	541
SHR/SB7	Stripes, Blue Rally (SHR) or Red Rally (SB7) (Dealer Installed) (Limited Availability) (N/A on ZL1); on LS and LT	595	541
	On SS	695	632
SNE/SNM	Stripes, Silver Center (SNE) or White Pearl Center (Dealer Installed) (Limited Availability) [Requires Blade Spoiler (5ZU)] (N/A on Convertibles or ZL1 Coupe); on LS Coupe, LT Coupe and SS Coupe	595	541
C2U	Stripes, Silver Rally (N/A on ZL1); on LS, LT and SS	470	427
SNB/SNC	Stripes, Silver Rally (SNB) or White Pearl Rally (SNC) [Requires Blade Spoiler (5ZU) on Coupe] (N/A on ZL1 Coupe or on Convertibles); on LS Coupe, LT Coupe and SS Coupe	695	632
B03	Stripes, White Pearl Rally (N/A on ZL1); on LS, LT and SS	470	427
SLN	Strut Tower Brace (Dealer Installed) (Limited Availability) (N/A on LS Coupe, LT Coupe, ZL1 Coupe or Convertibles); on SS Coupe	215	196
CF5	Sunroof, Power Glass (N/A on Convertible); on Coupe	900	819

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2018 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
SCJ	Suspension Handling Package [Requires Magnetic Ride Control (F55)] [N/A with Suspension Lowering Kit (SG3)] (N/A on LS Coupe, LT Coupe, ZL1 Coupe or Convertibles); on SS Coupe	\$ 1,970	\$ 1,793
SG3	Suspension Lowering Kit (Dealer Installed) (Limited Availability) (N/A on ZL1); on LS, LT and SS	1,970	1,793
F55	Suspension, Magnetic Ride (N/A on LS or LT) (Standard on ZL1); on SS	1,695	1,542
Y3W	Technology Package Includes AM/FM Stereo with MyLink, Touch Screen and 9-Bose Speakers (N/A on 2LT, SS or ZL1); on 1LS Coupe and 1LT Coupe	900	819
	On 1LS Convertible and 1LT Convertible	800	728
MX0	Transmission, 8-Speed Automatic (on 2LT, 1SS and 2SS) or 10-Speed Automatic (on ZL1) Includes Remote Vehicle Starter System and Transmission Oil Cooler (N/A on LS) (Standard on 1LT); on 2LT, 1SS and 2SS	1,495	1,360
	On ZL1	1,595	1,451
VTE	Underhood Liner with Camaro Logo (Dealer Installed) (Limited Availability) (N/A on SS or ZL1); on LS and LT	295	268
REMEMBER TO ASK ABOUT INCENTIVES.			
VQG	Weather Protection Package Includes All-Weather Cargo Mat (VLI), All-Weather Floor Mats (VAV) and Color-Keyed Splash Guards (VRV) [N/A with Ground Effects Package (5VM)] (N/A on ZL1); on LS, LT and SS	535	487
5ZB	Wheel Caps, Camaro Logo Center (N/A on ZL1); on LS, LT and SS	150	137
RXH	Wheel Caps, RS Center Silver (Dealer Installed) (Limited Availability) [Requires RS Package] (N/A on SS or ZL1); on LS and LT	150	137
VW9/RXJ	Wheel Caps, SS Center Black (VW9) or Silver (RXJ) (Dealer Installed) (Limited Availability) (N/A on LS, LT or ZL1); on SS	150	137
SFE	Wheel Locks (Dealer Installed) (Limited Availability)	110	100
56W	Wheels, 5-Split Spoke Bright Silver Painted Aluminum (N/A on LS, LT or ZL1); on SS	200	182
RTJ	Wheels, 5-Split Spoke Bright Silver Painted Aluminum [Requires RS Package (WRS)] (N/A on SS or ZL1); on LS and LT	100	91
SHH/SHL	Wheels, 5-Split Spoke Low Gloss Black (Dealer Installed) (Limited Availability) [N/A with Wheel Locks (SFE)] (N/A SS or ZL1); on LS and LT with 20" Tires	1,995	1,815
	On LT with 18" Tires	3,195	2,907
56F/56H	Wheels, 5-Split Spoke Low Gloss Black (Dealer Installed) (Limited Availability) [N/A with Wheel Locks (SFE)] (N/A LS, LT or ZL1); on SS	1,995	1,815
56V	Wheels, 5-Split Spoke Low Gloss Black Painted Aluminum (N/A on LS, LT or ZL1); on SS	200	182
56R	Wheels, 5-Split Spoke Premium Gray Painted Machined-Face Aluminum (N/A on LS, LT or ZL1); on SS	200	182
RTH	Wheels, 5-Spoke Low Gloss Black Aluminum (N/A on SS or ZL1); on LS and LT without RS Package (WRS)	800	728
	On LS and LT with RS Package (WRS)	100	91
5JW/56K	Wheels, Polished Forged with Black Star Center Cap (Dealer Installed) (Limited Availability) [N/A with Wheel Locks (SFE)] (N/A ZL1); on LS and LT with 18" Tires	4,195	3,817
	On LS and LT with 20" Tires and on SS	2,995	2,725
SIA	Wicker Bill (Dealer Installed) (Limited Availability) (N/A on 2SS Coupe or on Convertibles); On LS Coupe, LT Coupe and 1SS Coupe	475	432
VLN	Windscreen (Dealer Installed) (Limited Availability) (N/A on Coupes); on Convertible	545	496
PDB	Winter Protection Package Includes Battery Protection Package (5WF) and Black Outdoor Car Cover (RWJ) (Dealer Installed) (Limited Availability)	475	432
PCN	Winter/Summer Floor Mats Package Includes Premium Carpeted Floor Mats with Camaro Logo (VYW) and All-Weather Floor Mats (VAV) (Dealer Installed) (Limited Availability) [N/A with Winter Protection Package (PDB)] (N/A on ZL1); on LS, LT and SS	270	246

Understanding the difference

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

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2018 Chevrolet City Express

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)
	CITY EXPRESS		
15S60/1LS	City Express LS Front Wheel Drive 4-Door Van	\$ 23,850	\$ 23,388
15T60/1LT	City Express LT Front Wheel Drive 4-Door Van	24,710	24,227

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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
WBP	Appearance Package Includes Body Color Front and Rear Bumpers, Body Color Door Handles, Chrome Grille with Black Accents, Body Color Mirror Caps and Wheel Covers	\$ 355	\$ 323
K34	Cruise Control (Standard on LT); on LS	250	228
VAV	Floor Mats, All-Weather (Dealer Installed) (Limited Availability)	135	123
ZW3/ZW6	Glass, Deep Tinted Rear & Sliding Passenger Side Door Includes Rear Window Defroster, Manual Day/Night Inside Rearview Mirror, and Rear and Side Window Security Screens; On LS	340	309
	On LT	410	373
ZW2	Glass, Deep Tinted Rear Door Includes Rear Window Defroster, Manual Day/Night Inside Rearview Mirror, and Rear Window Security Screen	270	246
---	Paint, Black Pipe (2QU), Blue Ink (GR1), Designer White (GQX), Furnace Red (J0U) or Galvanized Silver (K0U)	N/C	N/C
GTP	Paint, Sunflower Yellow	395	359
UD7	Park Assist, Rear (Standard on LT); on LS	295	268
CWM	Technology Package Includes Enhanced Bluetooth Wireless Connectivity, SiriusXM Feature with 3 Months of All Access Service, USB Port and AM/FM stereo Radio with CD, GPS Navigation System and Touch Screen (N/A on LS); on LT	745	678
RRG	Wheels, Aluminum (N/A on LS); on LT	350	319

Understanding the difference

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2018 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	\$ 27,295	\$ 26,626
12T43/2WT	Colorado WT RWD 4-Door Crew Cab Long Box Pickup	28,995	28,275
12N43/2LT	Colorado LT RWD 4-Door Crew Cab Short Box Pickup	30,095	29,342
12U43/2LT	Colorado LT RWD 4-Door Crew Cab Long Box Pickup	31,695	30,894
12P43/2Z7	Colorado Z71 RWD 4-Door Crew Cab Short Box Pickup	32,595	31,767
12V43/2Z7	Colorado Z71 RWD 4-Door Crew Cab Long Box Pickup	33,995	33,125
<div> <p>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 <u>rebates</u> from the manufacturer to the customer. Also, <u>incentives</u> from the manufacturer to the dealer will be offered when available by the UBS dealer representative to the UBS customer to further <u>lower your cost</u> at the time of delivery.</p> </div>			
COLORADO CREW CAB 4WD			
12M43/4WT	Colorado WT 4WD 4-Door Crew Cab Short Box Pickup	32,495	31,670
12T43/4WT	Colorado WT 4WD 4-Door Crew Cab Long Box Pickup	32,795	31,961
12N43/4LT	Colorado LT 4WD 4-Door Crew Cab Short Box Pickup	34,995	34,095
12U43/4LT	Colorado LT 4WD 4-Door Crew Cab Long Box Pickup	35,295	34,386
12P43/4Z7	Colorado Z71 4WD 4-Door Crew Cab Short Box Pickup	37,195	36,229
12V43/4Z7	Colorado Z71 4WD 4-Door Long Box Pickup	37,495	36,520
12P43/4ZR	Colorado ZR2 4WD 4-Door Short Box Pickup	42,995	41,855
COLORADO EXTENDED CAB RWD			
12M53/2WT	Colorado WT RWD 4-Door Extended Cab Pickup	24,695	24,460
12N53/2LT	Colorado LT RWD 4-Door Extended Cab Pickup	28,095	27,538
12P53/2Z7	Colorado Z71 RWD 4-Door Extended Cab Pickup	30,695	30,073
COLORADO EXTENDED CAB 4WD			
12M53/4WT	Colorado WT 4WD 4-Door Extended Cab Pickup	29,495	29,188
12N53/4LT	Colorado LT 4WD 4-Door Extended Cab Pickup	31,995	31,340
12P53/4Z7	Colorado Z71 4WD 4-Door Extended Cab Pickup	34,495	33,778
12P53/4ZR	Colorado ZR2 4WD 4-Door Extended Cab Pickup	41,395	40,505

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2018 Chevrolet Cruze

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)
CRUZE HATCHBACK			
1BT68/1SC	Cruze LT Base FWD 5-Door Hatchback Manual	\$ 22,195	\$ 21,985
1BT68/1SD	Cruze LT Base FWD 5-Door Hatchback Automatic	22,795	22,576
1BT68/1SG	Cruze LT Diesel FWD 5-Door Hatchback Manual (Delayed Availability)	26,395	26,122
1BT68/1SH	Cruze LT Diesel FWD 5-Door Hatchback Automatic (Delayed Availability)	26,795	26,516
1BS68/1SF	Cruze Premier 5-Door Hatchback Automatic	24,895	24,645

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CRUZE SEDAN			
1BR69/1SA	Cruze LS FWD 4-Door Sedan Manual	19,400	19,232
1BR69/1SB	Cruze LS FWD 4-Door Sedan Automatic	20,400	20,217
1BT69/1SC	Cruze LT Base FWD 4-Door Sedan Manual	21,795	21,591
1BT69/1SD	Cruze LT Base FWD 4-Door Sedan Automatic	22,395	22,182
1BT69/1SG	Cruze LT Diesel FWD 4-Door Sedan Manual (Delayed Availability)	24,695	24,448
1BT69/1SH	Cruze LT Diesel FWD 4-Door Sedan Automatic (Delayed Availability)	26,295	26,024
1BS69/1SF	Cruze Premier FWD 4-Door Sedan Automatic	24,395	24,152

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

MFG CODE		MFG RETAIL	UBS W'SALE
RWI	Appearance Package, Chrome Lower Bodyside (Dealer Installed) [N/A with Painted Bodyside Moldings (RWK) or Redline Edition (WBL)]	\$ 230	\$ 209
SFZ	Black Bowtie Package (Dealer Installed) (Limited Availability) [Included with Redline Edition (WBL) on LT Base Automatic]	215	196
RN2	Bowtie Emblem, Gold Illuminated [N/A with RS Package (ZLH)] [N/A on LT Manual]	325	296
VK3	Bracket, Front License Plate	40	36
5JL	Brake Upgrade Kit, Performance (Dealer Installed) (Limited Availability) [N/A on LS or LT Diesel]; on LT Base and Premier	1,250	1,138
W2D	Cargo Net (Dealer Installed) (Limited Availability) [N/A on Hatchbacks]; on Sedans	65	59
CAV	Cargo Tray (Dealer Installed) (Limited Availability) [N/A with Interior Protection Package (PDH)] [N/A on Hatchbacks]; on Sedans	80	73

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2018 Chevrolet Cruze (Continued)

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

MFG CODE		MFG RETAIL	UBS W'SALE
6K5	Convenience Package Includes Keyless Access Engine Start, Keyless Access Entry System, 8-Way Power Driver's Seat Adjuster and Heated Front Seats (N/A on LS or Premier) (Standard on LT Diesel); on LT Base Manual	\$ 850	\$ 774
	On LT Base Automatic also Includes Remote Control Engine Start	1,150	1,047
ZL4	Convenience Package, Enhanced Includes Automatic Air Conditioning, Automatic Day/Night Inside Rearview Mirror, 110-Volt Power Outlet, Heated Rear Seats, Power Windows with Express Driver's Up/Down and Wireless Charging Mobile Device (N/A on LS or LT); on Premier	865	787
SOM	Door Sill Plates, Illuminated (Dealer Installed)	295	268
SAI	Door Sill Plates, Stainless Steel (Dealer Installed) (Late Availability)	125	114
WPS	Driver Confidence II Package Includes Driver Confidence Package (WPR), Forward Collision Alert, IntelliBeam Automatic Headlamp Control, Lane Departure Warning System, Lane Keep Assist, Rear Park Assist and Following Distance Sensor Indicator [Requires Enhanced Convenience Package (ZL4)] [N/A with Sun and Sound with Navigation Package (PCK) unless RS Package (ZLH) is ordered] (N/A on LS or LT)	790	718
WPR	Driver Confidence Package Includes Side Blind Zone Alert with Lane Change Alert, Rear Cross Traffic Alert and Rear Park Assist [Requires Convenience Package (65K) on LT Base Automatic] [Included with and Requires Driver Confidence, Sun and Sound Package (PCI) on LT Diesel Automatic and Included with and Requires Driver Confidence II Package (WPS) on Premier] [N/A with Sun and Sound Package (PCJ)] (N/A on LS, LT Manual or Premier); on LT Base Automatic	495	450
PCI	Driver Confidence, Sun & Sound Package Includes Driver Confidence Package (WPR), Color Driver's Information Center, Ambient Interior Lighting, Dual Illuminated Visor Vanity Mirrors, Bose Speakers Radio Equipment, AM/FM Stereo Radio with MyLink & 8" Color Touch Screen, Power Sunroof and Technology Package (N/A on LS, LT Base, LT Diesel Manual or Premier); on LT Diesel Automatic	2,260	2,057
RIA	Floor Liners, All-Weather (N/A on Diesel)	193	170
VAV	Floor Mats, All-Weather Front and Rear (Dealer Installed) (Limited Availability) [Included with Interior Protection Package (PDH)]	140	127
VYW	Floor Mats, Premium Carpeted (N/A on Diesel)	140	127
S3U	Fog Lamp Kit, Front (Dealer Installed) [N/A with RS Package (ZLH)] (N/A on LT Base Manual or LT Diesel Manual Hatchback); on LS, LT Base Automatic, LT Diesel Manual Sedan, LT Diesel Automatic and on Premier	375	341
VAT	Grille, Bright Chrome [N/A with RS Package (ZLH)] (N/A on LT Base Manual or Premier); on LS Sedan, LT Base Automatic and on LT Diesel	420	382
VD	Ground Effects Package (Limited Availability) (Dealer Installed) [N/A with RS Package (ZLH)] (N/A on Hatchbacks or LT Base Sedan Manual); on LS Sedan, LT Base Sedan Automatic, LT Diesel Sedan and Premier Sedan	1,495	1,360
K05	Heater, Engine Block (N/A on Diesel)	100	91
PDH	Interior Protection Package Includes Cargo Tray (CAV) and All-Weather Floor Mats (VAV) (Limited Availability) (Dealer Installed) (N/A on LT Base Hatchback or Premier Hatchback); on LS Sedan, LT Base Sedan, LT Diesel Sedan, LT Diesel Hatchback and Premier Sedan	200	182
PCM	Leather Package Includes Leather-Wrapped Heated Steering Wheel (N/A on LS, LT Base or Premier); on LT Diesel	1,125	1,024
RWK	Moldings, Painted Bodyside (Dealer Installed) [N/A with Appearance Package (RWI)]	230	209
---	Paint, Arctic Blue Metallic (GGB), Red Hot (G7C), Silver Ice Metallic (GAN) or Summit White (GAZ)	N/C	N/C
---	Paint, Black (GBA) or Nightfall Gray Metallic (G7Q) (N/A on Sedans); on Hatchbacks	N/C	N/C
---	Paint, Cajan Red Tintcoat (GPJ) or Kinetic Blue Metallic (GDI) (N/A on LS); on LT and Premier	395	359
---	Paint, Mosaic Black Metallic (GB8) or Stainless Steel Gray Metallic (G9K) (N/A on Hatchbacks); on Sedans	N/C	N/C
SIF	Portable Media Connectivity Package (Dealer Installed) (Limited Availability)	115	105
WBL	Redline Edition Includes Black Bowtie Package, Black Fog Light Surrounds, Black Grille Surround, Black Beltline Moldings, P225/40R-18 Tires, Aluminum Wheels, Black Emblems with Red Outline and Z-Link Suspension [Requires RS Package (ZLH)] [N/A with Driver Confidence Package (WPR)] (N/A on LS, LT Base Manual, LT Diesel or Premier); on LT Base Automatic	995	905

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2018 Chevrolet Cruze (Continued)

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

MFG CODE		MFG RETAIL	UBS W/SALE
ZLH	RS Package Includes Front Fog Lights, Rear Spoiler & Sport Body Kit] (N/A on LS Sedan or LT Diesel Sedan) (Standard on LT Base Manual Sedan, LT Base Manual Hatchback and LT Diesel Manual Hatchback); on LT Base Automatic	\$ 695	\$ 632
	On LT Diesel Automatic Hatchback	1,245	1,392
	On Premier also Includes P225/40R-18 Tires and Machined Face Aluminum Wheels . .	995	905
VQK	Splash Guards, Front and Rear (Dealer Installed) (Limited Availability) [N/A with Ground Effects Package (VTD) or RS Package (PDZ)] (N/A on LT Base Manual or LT Diesel Manual Hatchback); on LS, LT Base Automatic, LT Diesel Manual Sedan, LT Diesel Automatic Hatchback and Premier	170	155
SB2	Spoiler, Rear Flushmount (Dealer Installed) (Limited Availability) [N/A with RS Package (ZLH)] (N/A on LT Base Manual, LT Base Automatic Hatchback, LT Diesel Manual Hatchback or Premier Hatchback); on LS, LT Base Automatic Sedan, LT Diesel Sedan and Premier Sedan	425	387
PCJ	Sun & Sound Package Includes Ambient Interior Lighting, AM/FM Stereo Radio with Navigation, MyLink & 8" Color Touch Screen, Sunroof Package with Dual Illuminated Visor Vanity Mirrors and Power Sunroof, and Technology Package with Color Driver's Information Center and 9-Bose Speakers Radio Equipment [Requires Convenience Package (6K5)] [N/A with Driver Confidence Package (WPR)] (N/A on LS, LT Manual, LT Diesel Automatic or Premier); on LT Base Automatic	1,495	1,360
PCK	Sun & Sound with Navigation Package Includes Miles/Kilometers Speedometer Instrumentation, AM/FM Stereo Radio with Navigation, MyLink & 8" Color Touch Screen, Power Sunroof and Technology Package with Color Driver's Information Center and 9-Bose Speakers Radio Equipment [Requires Enhanced Convenience Package (ZL4)] [N/A with Driver Confidence II Package (WPS) unless RS Package (ZLH) is ordered] (N/A on LS or LT); on Premier	1,995	1,815
SG3	Suspension Kit, Lowering (Dealer Installed) (Limited Availability) (N/A on LT Diesel); on LS, LT Base and Premier	775	705
SFE	Wheel Locks (Dealer Installed) (N/A on LS); on LT and Premier	60	54
SLE	Wheels, 17" Aluminum; on Models with Tires	2,095	1,906
	On Models without Tires	1,595	1,451
SLG	Wheels, 18" Ultra Bright Machined Aluminum Wheels (N/A on LS or LT) [Requires RS Package (ZLH)]; on Premier without Tires.	1,895	1,724
	On Premier with Tires	2,395	2,179
SFJ	Window Shade, Reflective Front (N/A on Diesel)	110	100
PCN	Winter/Summer Floor Mats Package Includes Premium Carpeted Floor Mats (VYW) and All-Weather Floor Mats (VAV) (N/A on Diesel)	250	228

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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2018 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	UBS W'SALE (Includes Freight)
EQUINOX FRONT WHEEL DRIVE			
1XP26/1LS	Equinox LS 1LS Front Wheel Drive 4-Door Sport Utility	\$ 26,595	\$ 26,075
1XR26/1LT	Equinox LT 1LT Front Wheel Drive 4-Door Sport Utility	27,795	27,245
1XR26/2LT	Equinox LT 2LT Front Wheel Drive 4-Door Sport Utility	30,295	29,683
1XR26/3LT	Equinox LT 3LT Front Wheel Drive 4-Door Sport Utility	31,695	31,048
1XS26/1LZ	Equinox Premier 1LZ Front Wheel Drive 4-Door Sport Utility	31,795	31,145
1XS26/2LZ	Equinox Premier 2LZ Front Wheel Drive 4-Door Sport Utility	34,595	33,875
1XS26/3LZ	Equinox Premier 3LZ Front Wheel Drive 4-Door Sport Utility	33,995	33,290
EQUINOX ALL WHEEL DRIVE			
1XX26/1LS	Equinox LS 1LS All-Wheel Drive 4-Door Sport Utility	28,295	27,733
1XY26/1LT	Equinox LT 1LT All-Wheel Drive 4-Door Sport Utility	29,495	28,903
1XY26/2LT	Equinox LT 2LT All-Wheel Drive 4-Door Sport Utility	33,995	33,290
1XY26/3LT	Equinox LT 3LT All-Wheel Drive 4-Door Sport Utility	33,395	32,705
1XZ26/1LZ	Equinox Premier 1LZ All-Wheel Drive 4-Door Sport Utility	35,495	34,753
1XS26/2LZ	Equinox Premier 2LZ All-Wheel Drive 4-Door Sport Utility	38,295	37,483
1XS26/3LZ	Equinox Premier 3LZ All-Wheel Drive 4-Door Sport Utility	35,795	35,045

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 LT	645	587
VK3	Bracket, Front License Plate	40	36
WH6	Cargo Net, Horizontal (Dealer Installed) (Limited Availability) [N/A with Interior Protection Package (PDH) or Cargo Package (PDG)]	65	59
PDG	Cargo Package Includes Integrated Cargo Liner, Retractable Cargo Shade and Vertical Cargo Net (Dealer Installed) (Limited Availability) [N/A with Interior Protection Package (PDH), All-Weather Floor Liner (RIA) or Horizontal Cargo Net (WH6)]	295	268
PDV	Chrome Package (N/A on Premier); on LT	795	723
PCV	Confidence & Convenience Package II Includes Low Speed Forward Automatic Braking, Surround Vision Camera System, Forward Collision Warning System, Following Distance Indicator, IntelliBeam Headlamps, Lane Keep Assist with Lane Departure Warning, 8-Way Power Passenger's Seat Adjuster, Power Passenger's Lumbar Seat Adjuster, Heated Rear Seats, Ventilated Front Seats and Heated Steering Wheel [Requires Sun, Sound & Navigation Package (PCK)] (N/A on LS or LT) (Standard on 1LZ AWD and 2LZ AWD)	1,895	1,724

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2018 Chevrolet Equinox (Continued)

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 Side Blind Zone Alert, Rear Cross Traffic Alert, Dual Heated Power Outside Mirrors with Manual Fold and Turn Signals, Rear Park Assist, Dual-Zone Automatic Air Conditioning, Remote Control Engine Start, Universal Home Remote Garage Door Opener, Power Liftgate, Heated Front Seats and Leather-Wrapped Steering Wheel (N/A on LS or Premier) (Standard on 2LT AWD and on 3LT) . . .	\$ 1,945	\$ 1,770
SFZ	Emblems, Front and Rear Black Bowtie (Dealer Installed) (Limited Availability)	195	177
RDI	Entry System, Driver's Keypad (Dealer Installed) (Limited Availability)	155	141
PEF	Floor Liner Package Includes Integrated Cargo Liner and All-Weather Floor Liners (RIA) (Dealer Installed) (Limited Availability) [N/A with Cargo Package (PDG), Interior Protection Package (PDH), Protection Package (PDC), All-Weather Floor Mats (VAV), Premium Carpeted Floor Mats (VYW) or Horizontal Cargo Net (WH6)]	295	268
RIA	Floor Liners, All-Weather (Dealer Installed) (Limited Availability) [Included with Floor Liner Package (PEF)] [N/A with Interior Protection Package (PDH), Premium Carpeted Floor Mats (VYW) or All-Weather Floor Mats (VAV)]	200	182
VAV	Floor Mats, All-Weather Front and Rear (Dealer Installed) (Limited Availability) [Included with Protection Package (PDC) and Interior Protection Package (PDH)]	155	141
VYW	Floor Mats, Premium Carpeted Front and Rear (Dealer Installed) (Limited Availability) [N/A with Protection Package (PDC) or Interior Protection Package (PDH)]	215	196
K05	Heater, Engine Block (N/A on 3LZ)	100	91
PCX	Hit The Road Package Includes Roof Rack Cross Bars (VLL) and Molded Assist Steps (VXW) [N/A with Sun, Sound and Navigation Package (PCK) on 2LZ] (N/A on LS)	995	905
Y3W	Infotainment II Package [Requires Confidence & Convenience Package II (PCV) on 1LZ and 2LZ and Included with and Requires Confidence & Convenience Package II (PCV) on 3LZ] (N/A on LS or LT); on 1LZ and 2LZ	1,125	1,024
SR2/SR3	Infotainment System, Rear Seat; without DVD Player	1,750	1,593
	with DVD Player	1,995	1,815
PDH	Interior Protection Package Includes All-Weather Front and Rear Floor Mats (VAV) and Cargo Mat (Dealer Installed) (Limited Premium Availability)	200	182
GPJ	Paint, Cajan Red Tintcoat (N/A on LS); on LT and Premier	395	359
G1W	Paint, Iridescent Pearl Tricoat (N/A on LS, 3LT or 3LZ); on 1LT, 2LT, 1LZ and 2LZ	995	905
GGQ	Paint, Ivy Metallic (G8U) or Orangeburst Metallic (GGQ) (N/A on 3LT or 3LZ)	395	359
---	Paint, Storm Blue Metallic (G35), Nightfall Gray Metallic (G7Q), Sandy Ridge Metallic (G8K) Silver Ice Metallic (GAN), Summit White (GAZ) or Mosaic Black Metallic (GB8)	N/C	N/C
PDC	Protection Package Includes All-Weather Front and Rear Floor Mats (VAV) and Rear Custom Molded Splash Guards (VQK) (Dealer Installed) (Limited Availability) [N/A with Interior Protection Package (PDH)]	220	200
WBL	Redline Edition; on 2LT	1,495	1,360
VLL	Roof Rail Crossbars (Dealer Installed) (Limited Availability) [Included with Hit The Road Package (PCX)] (N/A on LS); on LT and Premier	270	246
S6W	Seat Cover, Protective Rear (Dealer Installed) (Limited Availability)	295	268
VQK	Splash Guards, Custom Molded (Dealer Installed) (Limited Availability) [Included with Protection Package (PDC)]	100	91
PDM	Style & Go Package (N/A on LS, 2LT, 3LT, 2LZ or 3LZ); on 1LT	1,930	1,756
	On 1LZ	1,630	1,483
PCI	Sun & Infotainment Package Includes Enhanced Multi-Color Driver's Information Center, 8" Color Touch Screen Monitor, One 120V Power Outlet, Two USB Charging Ports, Four USB Ports and Power Sunroof [Requires Confidence & Convenience Package (PCP)] (N/A on LS or Premier); on 1LT and 2LT	1,995	1,815
	On 3LT also Includes Power Liftgate	2,395	2,179
PCK	Sun, Sound and Navigation Package Includes 7-Bose Premium Speakers, AM/FM Stereo with MyLink, Navigation System & Touch Screen, HD Radio and Power Sunroof [Requires Confidence & Convenience Package II (PCV) on 1LZ FWD and 2LZ FWD and Included with and Requires Confidence & Convenience Package II (PCV) on 3LZ] (N/A on LS or LT); on 1LZ	3,320	3,021
	On 2LZ	2,620	2,384
SIF	Tablet Holders, 2-Universal (Dealer Installed) (Limited Availability)	195	177
SIL	Tablet Holders, Universal Includes 2-USB Ports (Dealer Installed) (Limited Availability)	250	228
SFE	Wheel Locks (Dealer Installed) (Limited Availability)	65	59
SN7	Wheels, 19" Aluminum	1,995	1,815

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United Buying Service

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2018 Chevrolet Impala

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)
1GX69/1LS	Impala LS FWD 4-Door Sedan	\$ 28,770	\$ 28,456
1GY69/1LT	Impala LT FWD 4-Door Sedan	31,295	30,944
1GZ69/2LZ	Impala Premier FWD 4-Door Sedan	37,495	37,051

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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 (Limited Availability) (Dealer Installed) [Included with All-Weather Protection Package (PDH)]	80	73
W2D	Cargo Net (Limited Availability) (Dealer Installed) (Limited Availability) [N/A with Convenience Package (PI5)] (N/A Premier); on LS and LT	65	59
RVW	Cargo Organizer (Limited Availability) (Dealer Installed)	140	127
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 LS or 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 LS or 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 LS or 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 LS or Premier); on LT	495	450

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2018 Chevrolet Impala (Continued)

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

MFG CODE		MFG RETAIL	UBS W'SALE
RIK	Emblems, Gloss Black [N/A with Midnight Edition Appearance Package (HCR)] (N/A on LS); on LT and Premier	\$ 200	\$ 182
S6P	Engine Start, Remote Kit (Limited Availability) (Dealer Installed) (N/A on LT or Premier); on LS	325	296
LFX	Engine, 3.6L V6 [Requires 6-Speed Automatic Transmission with Overdrive (M7W)] (Standard on Premier); on LS and LT	1,095	996
Y3W	Entertainment Package Includes Ambient Interior Lighting, 120 Volt Power Outlet, 11-Bose Speakers Radio Equipment, Bose Centerpoint Surround Sound Radio Equipment and AM/FM Stereo Radio with CD, MyLink & Navigation & Touch Screen [Requires 3.6L V6 Engine (LFX)] (N/A on LS or Premier); on LT	835	760
RYT	First Aid Kit (Limited Availability) (Dealer Installed)	35	32
VAV	Floor Mats, Premium All-Weather Front and Rear (Dealer Installed) (Limited Availability) [Included with All-Weather Protection Package (PDH)]	140	127
K05	Heater, Engine Block	100	91
SPX	Leather Package Includes 8-Way Power Passenger's Seat Adjuster and Leather Seat Trim [Requires Convenience Package (PI5) and 3.6L V6 Engine (LFX)] (N/A on LS or Premier); on LT	1,195	1,087
HCR	Midnight Edition Appearance Package Includes Black Front and Rear Bowties, Body-Color Grille Surround (VAT), Pedal Covers, Rear Spoiler and Special Midnight Edition Black-Painted Pocket Wheels [Requires 3.6L V6 Engine (LFX) on LT] [N/A with Rear Spoiler (SB2)] (N/A on LS); on LT also Includes P245/45R-19 Tires	1,595	1,451
	On Premier	1,195	1,087
VKU	Mirror Caps, Chrome (Dealer Installed) (Limited Availability) (N/A on Premier); on LS and LT	155	141
---	Paint, Black (GBA), Blue Velvet Metallic (G1M), Nightfall Gray Metallic (G7Q) or Silver Ice Metallic (GAN)	N/C	N/C
GPJ	Paint, Cajan Red Tintcoat (N/A on LS); on LT and Premier	395	359
	Paint, Graphite Metallic (GPA), Mosaic Black Metallic (GB8) or Pepperdust Metallic (GMU) (N/A on LS); on LT and Premier	N/C	N/C
G1W	Paint, Iridescent Pearl Tricoat (N/A on LS); on LT and Premier	995	905
GAZ	Paint, Summit White (N/A on Premier); on LS and 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) (Limited Availability)	200	182
VQK	Splash Guards, Front and Rear (Dealer Installed) (Limited Availability)	180	164
SB2	Spoiler, Rear (Dealer Installed) (Limited Availability) [N/A with Midnight Edition Appearance Package (HCR)]	425	387
PDR	Sunroof & Spoiler Package Includes Rear Spoiler and Power Glass Sunroof with Fixed Rear Skylight & Power Sunshade [Requires 3.6L V6 Engine (LFX)] (N/A on LS or Premier); on LT	1,275	1,160
C3U	Sunroof, Power Glass with Fixed Rear Skylight Includes Power Sunshade [Included with and Requires Sunroof & Spoiler Package (PDR) on LT] (N/A on LS); on Premier	1,050	956
M7W	Transmission, 6-Speed Automatic with Overdrive [Requires 3.6L V6 Engine (LFX)] Standard on Premier); on LS and LT	N/C	N/C
REMEMBER TO ASK ABOUT INCENTIVES.			
SFE	Wheel Locks (Dealer Installed) (Limited Availability) [N/A with Chrome Finish Aluminum Wheels (SE4), 18" Aluminum Wheels (SE7) or Design 3 Aluminum Wheels (5XQ)]	110	100
SE7	Wheels, 18" Aluminum (Dealer Installed) (Limited Availability) [N/A with Midnight Edition Appearance Package (HCR) or Wheel Locks (SFE)] (N/A on Premier); on LS and LT	1,500	1,365
RQ9	Wheels, 20" Aluminum [Included with Confidence Package (WPW)] (N/A on LS or LT); on Premier	400	364
SE4	Wheels, Chrome Finish Aluminum (Dealer Installed) (Limited Availability) [N/A Midnight Edition Appearance Pkge (HCR) or Wheel Locks (SFE)] (N/A on Premier); on LS and LT	2,500	2,275
5XQ	Wheels, Design 3 Aluminum (Dealer Installed) [N/A with Wheel Locks (SFE)] [N/A on LT or Premier]; on LS with 18" Tires	2,200	2,002
	On LS with P245/45R-19 Tires	3,530	3,212

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2018 Chevrolet Malibu

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
1ZB69/1VL	Malibu L FWD 4-Door Sedan	\$ 22,555	\$ 23,094
1ZC69/1LS	Malibu LS FWD 4-Door Sedan	24,195	23,950
1ZD69/1LT	Malibu LT FWD 4-Door Sedan.	26,095	25,822
1ZE69/1HY	Malibu Hybrid FWD 4-Door Sedan.	28,795	28,481
1ZF69/2LZ	Malibu Premier FWD 4-Door Sedan	31,895	31,535

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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 Dark Chrome Grille Slats(VAT), Alternate Finish Mirror Caps (5JR) and Sport Pedal Kit (SBZ) (Dealer Installed) (Late Availability) (N/A on L or LS); on LT, Hybrid and Premier	\$ 695	\$ 632
VK3	Bracket, Front License Plate	40	36
VLI	Cargo Mat (Dealer Installed) (Limited Availability) [Included with Weather Protection Package (PDE) and Interior Protection Package (PDH)] (N/A on L or Hybrid); on LS, LT and Premier	80	73
REMEMBER TO ASK ABOUT INCENTIVES.			
W2D	Cargo Net (Dealer Installed) (Limited Availability) [Included with Convenience Package 1 (PDQ) and Convenience Package 2 (PCM)] (N/A on L or Hybrid); on LS, LT and Premier	65	59
RWU	Cargo Organizer, Collapsible (Dealer Installed) (Limited Availability) (N/A on L); on LS, LT, Hybrid and Premier.	140	127
SIF	Connectivity Package, Portable Media (Dealer Installed) (Limited Availability) [Included with Convenience Package 2 (PCM)] (N/A on L); on LS, LT, Hybrid and Premier	115	105
WPJ	Convenience & Technology Package Includes Color Driver's Information Center, Remote Control Engine Start, Automatic Day/Night Inside Rearview Mirror, 120V Power Outlet, 2-USB Ports Radio Equipment, AM/FM Stereo Radio with MyLink, Voice Activation and Touch Screen, Leather-Wrapped Shift Knob, Leather-Wrapped Steering Wheel and Wireless Charging Mobile Device [N/A with Remote Start Kit (S6P) or] [Requires Driver Confidence Package (WPR) on Hybrid] (N/A on L, LS or Premier); on LT and Hybrid	995	905

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2018 Chevrolet Malibu (Continued)

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

MFG CODE		MFG RETAIL	UBS W'SALE
PDQ	Convenience Package 1 Includes Remote Start Kit (S6P) and Cargo Net (W2D) (Dealer Installed) (Limited Availability) [N/A with Convenience Package 2 (PCM)] (N/A on L, LT, Hybrid or Premier); on LS	\$ 350	\$ 319
PCM	Convenience Package 2 Includes Cargo Net (W2D), Portable Media Connectivity Package (SIF), All-Weather Floor Mats (VAV) and Remote Start Kit (S6P) (Dealer Installed) (Limited Availability) [N/A with Interior Protection Package (PDH) or Weather Protection Package (PDE)] (N/A on L, Hybrid or Premier); on LS and LT	580	528
SOM	Door Sill Plates, Illuminated (Dealer Installed) (Limited Availability) (N/A on L or LS); on LT, Hybrid and Premier	395	359
SAI	Door Sill Plates, Stainless Steel (Dealer Installed) (Limited Availability) (N/A on L, LS or Premier); on LT	85	77
WPS	Driver Confidence Package II Includes Automatic Front Braking, Adaptive Cruise Control, Semi-Automatic Parking Assist and Electronic Parking Brake [Requires Driver Confidence Package (WPR)] (N/A on L, LS, LT or Hybrid); on Premier	1,045	951
WPR	Driver Confidence Package Includes Side Blind Zone Alert with Lane Change Alert, City Speed Automatic Front Braking, Front Pedestrian Braking, Forward Collision Warning System, Following Distance Sensor Indicator, Rear Cross-Traffic Alert, IntelliBeam Automatic High Beam Headlamp Control, Lane Keep Assist and Front and Rear Park Assist [Requires Convenience & Technology Package (WPJ) on LT and Hybrid] (N/A on L or LS); on LT, Hybrid and Premier	1,245	1,133
SFZ	Emblem, Black Bow Tie (Dealer Installed) (Limited Availability) (N/A on L or LS); on LT, Hybrid and Premier	165	150
RI	Emblems, Gloss Black (Dealer Installed) (Limited Availability) (N/A on L or LS); on LT, Hybrid and Premier	135	123
RYT	First Aid Kit (Dealer Installed) (Limited Availability) (N/A on L or LS); on LT, Hybrid and Premier	35	32
RIA	Floor Liners, All-Weather (Dealer Installed) (Limited Availability) (N/A on L); on LS, LT, Hybrid and Premier	190	173
VAV	Floor Mats, All-Weather (Dealer Installed) (Limited Availability) [Included with Convenience Package 2 (PCM), Interior Protection Package (PDH) and Weather Protection Package (PDE)] (N/A on L); on LS, LT, Hybrid and Premier	145	132
RWS	Floor Mats, Carpeted (N/A on L or Premier); on LS, LT and Hybrid	140	127
VYW	Floor Mats, Premium Carpeted (N/A on L or Premier); on LS, LT and Hybrid	190	173
VAS	Grille Slats, Crystal Claret Red (Dealer Installed) (Limited Availability) [N/A with Appearance Package (PCX)] (N/A on L); on LS, LT, Hybrid and Premier	495	450
VAT	Grille Slats, Dark Chrome (Dealer Installed) (Limited Availability) [Included with Appearance Package (PCX)] (N/A on L); on LS, LT, Hybrid and Premier	495	450
RZ9	Grille, Gloss Black (Dealer Installed) (Limited Availability) (N/A on L or LS); on LT, Hybrid and Premier	495	450
VTD	Ground Effects Package (N/A on L, LS or Hybrid); on LT	1,695	1,542
SB7	Hash Mark, Front Fender (Dealer Installed) (Limited Availability) (N/A on L or LS); on 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), Carpeted Floor Mats (RWS) or Weather Protection Package (PDE)] (N/A on L or Hybrid); On LS, LT and Premier	200	182
WPL	Leather Package Includes 9-Bose Speakers, 6-Way Power Passenger's Seat Adjuster with Power Lumbar, Leather Surfaced Seat Trim and Heated Front Seats [Requires Convenience & Technology Package (WPJ) on LT and Requires Convenience & Technology Package (WPJ), Driver Confidence Package (WPR) and AM/FM Stereo Radio (IO6) on Hybrid] (Pricing Includes Package Discount) (N/A on L, LS or Premier); on LT and Hybrid	1,395	1,269
5JR	Mirror Caps, Alternate Finish [Included with Appearance Package (PCX)] (N/A on L or LS); On LT, Hybrid and Premier	130	118
GGB	Paint, Arctic Blue Metallic (N/A on L or LS); on LT, Hybrid and Premier	N/C	N/C
---	Paint, Blue Velvet Metallic (G1M), Mosaic Black Metallic (GB8) or Nightfall Gray Metallic (G7Q) (N/A on L); on LS, LT, Hybrid and Premier	N/C	N/C
GPJ	Paint, Cajun Red Tintcoat (N/A on L or LS); on LT, Hybrid and Premier	395	359

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2018 Chevrolet Malibu (Continued)

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

MFG CODE		MFG RETAIL	UBS W'SALE
G1W	Paint, Iridescent Pearl Tricoat (N/A on L or LS); on LT, Hybrid and Premier	\$ 995	\$ 905
---	Paint, Pepperdust Metallic (GMU) or Sandy Ridge Metallic (G8K) (N/A on L or LS); on LT, Hybrid and Premier	N/C	N/C
---	Paint, Silver Ice Metallic (GAN) or Summit White (GAZ)	N/C	N/C
SBZ	Pedal Kit, Sport (Dealer Installed) [Included with Appearance Package (PCX)] (N/A on L); on LS, LT, Hybrid and Premier	170	155
IO6	Radio, AM/FM Stereo with MyLink, Navigation System and Touch Screen [Requires Leather Package (WPL) and Requires Convenience & Technology Package (WPJ) on Hybrid] (N/A on L or LS) (Standard on Premier); on LT and Hybrid	495	450
WBL	Redline Edition [Requires Convenience & Technology Package (WPJ)] (N/A on L, LS, Hybrid or Premier); on LT	1,195	1,087
VQK	Splash Guards, Molded Front and Rear (Dealer Installed) (Limited Availability) [Included with Weather Protection Package (PDE)] (N/A on L); on LS, LT, Hybrid and Premier	180	164
WPK	Sport Package Includes P245/45R-18 Tires, Leather-Wrapped Shift Knob, Leather-Wrapped Steering Wheel and 18" Aluminum Wheels (SKY) [N/A with Redline Edition (WBL) or Sun & Wheels Package (WPM)] (N/A on L, LS, Hybrid or Premier); on LT without Convenience & Technology Package (WPJ)	875	796
	On LT with Convenience & Technology Package (WPJ)	795	723
S6P	Start Kit, Remote (Dealer Installed) (Limited Availability) [Included with Convenience Package 1 (PDQ) and Convenience Package 2 (PCM)] (N/A on L) (Standard on Premier); On LS, LT and Hybrid	325	296
DO YOU HAVE A UBS PURCHASE CERTIFICATE?			
PDL	Sun & Wheel Package Includes Premium Front and Rear Floor Mats, Universal Home Remote Garage Door Opener, P245/40R-18 Tires, Power Glass Sunroof (C3U) and Aluminum Wheels (N/A on L, LS, LT or Hybrid); on Premier	2,270	2,066
WPM	Sun & Wheels Package Includes Universal Home Remote Garage Door Opener, P245/45R-18 Tires, Power Glass Sunroof (C3U) and 18" Aluminum Wheels (SKY) [Requires Convenience & Technology Package (WPJ) and Leather Package (WPL)] (N/A on L, LS, Hybrid or Premier); on LT	1,300	1,183
C3U	Sunroof, Power Glass with Fixed Rear Skylight [Requires Convenience & Technology Package (WPJ), Driver Confidence Package (WPR), Leather Package (WPL) and AM/FM Stereo with MyLink Radio (IO6)] (N/A on L, LS or Premier); on LT and Hybrid	1,150	1,047
SCJ	Suspension Kit, Sport Lowering (Dealer Installed) (Limited Availability); on Premier	695	632
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) or Interior Protection Package (PDH)] (N/A on L, Hybrid or Premier); on LS and LT	375	341
SFE	Wheel Locks (Limited Availability) (N/A on L); on LS, LT, Hybrid and Premier	60	55
SKY	Wheels, 18" Aluminum (Dealer Installed) (Limited Availability) [Included with Sport Package (WPK) and Sun & Wheels Package (WPM)] [N/A with Wheel Locks (SFE)] (N/A on L, LS or Premier); on LT and Hybrid	2,865	2,607
5XQ	Wheels, 19" Black Painted (N/A on L, LS or Hybrid); on LT and Premier.	3,265	2,971

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

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Baltimore 410.792.9070
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2018 Chevrolet Sonic

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)
SONIC HATCHBACK			
1JV48/1SC	Sonic LT FWD 4-Door Hatchback Manual	\$ 18,695	\$ 18,523
1JV48/1SD	Sonic LT FWD 4-Door Hatchback Automatic	20,095	19,902
1JW48/1SE	Sonic Premier FWD 4-Door Hatchback Automatic	20,695	20,493
1JW48/1SF	Sonic Premier FWD 4-Door Hatchback Automatic	22,195	21,970

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SONIC SEDAN			
1JU69/1SA	Sonic LS FWD 4-Door Sedan Manual	16,170	16,035
1JU69/1SB	Sonic LS FWD 4-Door Sedan Automatic	17,395	17,242
1JV69/1SC	Sonic LT FWD 4-Door Sedan Manual	18,595	18,424
1JV69/1SD	Sonic LT FWD 4-Door Sedan Automatic	19,295	19,114
1JW69/1SE	Sonic Premier FWD 4-Door Sedan Manual	20,695	20,493
1JW69/1SF	Sonic Premier FWD 4-Door Sedan Automatic	21,395	21,171

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)	65	59
PDB	Convenience Package Includes Compass, Enhanced Driver's Information Center, Keyless Engine Start, Keyless Open Entry System, 2-Additional Keys, 6-Way Power Driver's Seat Adjuster, Heated Front Seats, Heated Steering Wheel and Leather-Wrapped Steering Wheel (N/A on LS or Premier); on LT Sedan without RS Package (WFK)	875	796
	On LT Sedan with RS Package (WFK) and on LT Hatchback	650	592
PCY	Driver Confidence Package Includes Forward Collision Warning System, 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 LT Hatchback or Premier Sedan Manual); on LS, LT Sedan, Premier Hatchback and Premier Sedan Automatic	215	196

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2018 Chevrolet Sonic (Continued)

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

MFG CODE		MFG RETAIL	UBS W'SALE
LUV	Engine, 1.4L 4-Cylinder ECOTEC Turbo [Included with Fun & Sun Package (PD-)] (N/A on LS) (Standard on LT Sedan Manual and on Premier); on LT Sedan Automatic and on LT Hatchback	\$ 750	\$ 683
LWE	Engine, 1.8L 4-Cylinder ECOTEC PZEV (N/A on LT Sedan Manual or Premier); on LS, LT Sedan Automatic and on LT Hatchback	N/C	N/C
SDM	Exhaust, Performance (Dealer Installed) (Limited Availability) (N/A on LS, Premier Sedan Manual or on Hatchbacks); on LT Sedan and Premier Sedan Automatic	1,095	996
VAV	Floor Mats, All-Weather (Dealer Installed) (Limited Availability) [Included with Winter/Summer Floor Mat Package (PCN)]	140	127
RWS	Floor Mats, Z-Spec Premium (Dealer Installed) (Limited Availability) [Included with Winter/Summer Floor Mat Package (PCN)] (N/A on Premier Sedan Manual or Hatchbacks); on LS, LT Sedan and Premier Sedan Automatic	140	127
PDF/PDH	Fun & Sun Package Includes 1.4L 4-Cylinder Turbo Engine (LUV) and Power Sunroof (CF5) [Requires Convenience Package (PDB)] (Pricing Includes Package Discount) (N/A on LS, LT Sedan Manual or Premier); on LT Sedan Automatic and LT Hatchback	1,300	1,183
KPK	Heater, Oil Pan	100	91
---	Paint, Arctic Blue Metallic (GGB), Mosaic Black Metallic (GB8), Nightfall Gray Metallic (G7Q), Red Hot (G7C), Silver Ice Metallic (GAN) or Summit White (GAZ)	N/C	N/C
GPJ	Paint, Cajan Red Tintcoat (GPJ) or Ivy Metallic (G8U) (N/A on LS); on LT and Premier	395	359
GD1	Paint, Kinetic Blue Metallic	395	359
GGQ	Paint, Orangeburst Metallic (N/A on Sedans); on Hatchbacks	395	359
SBZ	Pedal Kit, Sport (Dealer Installed) (Limited Availability); on Manual.	105	96
	On Automatic	95	86
PCH/PCM	Performance Package Includes Performance Exhaust (SDM) and Lowered Suspension (SCJ/SG3) [Requires 4L 4-Cylinder ECOTEC Turbo Engine (LUV)] (N/A on LS or on Premier Sedan Manual); on LT Sedans and Premier Sedan Automatic	1,760	1,602
	On LT Hatchback and Premier Hatchback	1,580	1,438
VLL	Roof Rail Crossbars (Dealer Installed) (Limited Availability)	275	250
WFK	RS Package Includes Deluxe Carpeted Front and Rear Floor Mats, Front Fog Lights, Piano Black Instrument Panel, Sporty Rocker Panel Moldings and Flat Bottom Leather-Wrapped Steering Wheel (N/A on LS) (Standard on LT Hatchback, Premier Sedan Manual and Premier Hatchback); on LT Sedan and Premier Sedan Automatic	800	728
VQK	Splash Guards, Molded (N/A with RS Package (WFK)) (Dealer Installed) (Limited Availability) (N/A on Hatchbacks or Premier Manual Sedan); on LS Sedan, LT Sedan and Premier Automatic Sedan	100	91
CF5	Sunroof, Power Glass Includes Wind Deflector (N/A on LS or LT); on Premier	850	774
SCJ/SG3	Suspension, Lowered (Dealer Installed) (Limited Availability) (N/A on LS or Premier Hatchback); on LT Hatchback, LT Sedan and on Premier Sedan Automatic	845	769
	On Premier Sedan Manual	645	587
SFE	Wheel Lock Kit (Limited Availability) (Dealer Installed)	60	55
5BA	Wheels, Black Painted (Limited Availability) (Dealer Installed) (N/A on LT Sedan Manual, Premier Hatchback or Premier Sedan Manual); on LT Sedan Automatic, LT Hatchback and on Premier Sedan Automatic	1,625	1,488
5BC	Wheels, Silver Painted (Limited Availability) (Dealer Installed)	895	814
SDZ	Wheels, Silver Painted Aluminum (Limited Availability) (Dealer Installed)	895	814
5BD	Wheels, White Painted (Limited Availability) (Dealer Installed)	895	814
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 Premier Sedan Manual or Hatchbacks); on LS, LT Sedan and Premier Sedan Automatic	250	228

Understanding the difference

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Washington 301.657.1920

Baltimore 410.792.9070

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2018 Chevrolet Spark

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)
1DR48/1SA	Spark LS 4-Door Hatchback Manual	\$ 13,925	\$ 13,889
1DR48/1SB	Spark LS 4-Door Hatchback Automatic	15,025	14,979
1DS48/1SC	Spark 1LT 4-Door Hatchback Manual	15,750	15,696
1DS48/1SD	Spark 1LT 4-Door Hatchback Automatic	16,850	16,785
1DT48/1SE	Spark 2LT 4-Door Hatchback Manual	17,250	17,181
1DT48/1SF	Spark 2LT 4-Door Hatchback Automatic	18,350	18,270
1DQ48/1SG	Spark 1SG ACTIV 4-Door Hatchback Manual	16,995	16,848
1DQ48/1SH	Spark 1SH ACTIV 4-Door Hatchback Automatic	18,095	17,931

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)	\$ 75	\$ 68
W2D	Cargo Net (Dealer Installed) (Limited Availability)	65	59
PCU	Driver Confidence Package Includes Forward Collision Alert and Lane Departure Warning System; on 2LT Automatic	195	177
VAV	Floor Mats, All-Weather (Dealer Installed) (Limited Availability)	140	127
VYW	Floor Mats, Premium Carpeted [Included with Winter/Summer Floor Mats Package (PCN)]	135	123
S3U	Fog Light Kit (Dealer Installed) (Limited Availability); on LS	425	387
---	Grille Insert, Black Z-Spec (VAS), Red Hot Z-Spec (SJA) or White Z-Spec (SJ9); on LT	280	255
VTD	Ground Effects Package (Dealer Installed) (Limited Availability); on LS and LT	795	723
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)	175	159
S4X	Mirror Caps, Bodycolor (Dealer Installed) (Limited Availability); on LS	230	209
RWI	Moldings, Chrome Bodyside (Dealer Installed) (Limited Availability); on LS and LT	230	209
---	Paint, Brimstone (GN6) or Mint (GP9)	395	359
---	Paint, Mosaic Black Metallic (GB0), Nightfall Gray Metallic (GK2), Red Hot (GG2), Silver Ice Metallic (GAN), Sorbet (G32), Splash Metallic (GW7), Summit White (GAZ) or Toasted Marshmallow Metallic (GV8)	N/C	N/C
SBZ	Petal Kit, Sport (Dealer Installed) (Limited Availability)	170	155
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	170	155
CF5	Sunroof, Power; on LT	1,000	910
SFE	Wheel Lock Kit (Dealer Installed) (Limited Availability)	60	55
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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2018 Chevrolet Suburban

To Calculate the UBS Price:

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MFG CODE	MODELS	MFG RETAIL	UBS W'SALE (Includes Freight)
SUBURBAN 2WD			
CC15906/1LS	Suburban LS 2WD 4-Door Sport Utility	\$ 51,495	\$ 49,828
CC15906/1LT	Suburban LT 2WD 4-Door Sport Utility	56,595	54,750
CC15906/1LZ	Suburban Premier 2WD 4-Door Sport Utility	66,195	64,014
SUBURBAN 4WD			
CK15906/1LS	Suburban LS 4WD 4-Door Sport Utility	54,495	52,723
CK15906/1LT	Suburban LT 4WD 4-Door Sport Utility	59,595	57,645
CK15906/1LZ	Suburban Premier 4WD 4-Door Sport Utility	69,195	66,909

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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
PDP	All-Season Package Includes Polished Aluminum Wheels (RD4), P275/55R20 All-Season Tires, Bodycolor Bodyside Moldings (B86), Black Roof Rack Cross Rails (VQQ), Max Trailering Package (NHT), All-Weather Floor Mats (VAV) and All-Weather Rear Cargo Mat (VLI) (N/A on LT or Premier); on LS	\$ 2,257	\$ 2,480
RVQ	Assist Step Kit, Black (Dealer Installed) (Limited Availability) [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) (Limited Availability) [N/A with Off Road Package (Z71), Molded Splash Guards (VQK) or Black Assist Step Kit (RVQ)]	600	546
BRS	Assist Steps, Power Retractable with Bright Accent Strip and Perimeter Lighting (N/A on LS or LT); on Premier	1,745	1,588
I06	Audio System, Chevrolet MyLink Radio with Navigation [Included with Sun, Entertainment & Destinations Package (PCJ) on LT] (N/A on LS) (Standard on Premier); on LT	495	450
RWU	Cargo Area Organizer, Collapsible (Dealer Installed) (Limited Availability)	140	127
VLI	Cargo Mat (Dealer Installed) (Limited Availability)	85	77
VRS	Cargo Security Shade (Dealer Installed) (Limited Availability)	195	177
SOP	Console Insert (Dealer Installed) (Limited Availability) [N/A with Seat (AZ3) or Console Organizer (VKW)]	60	55
VKW	Console Organizer, Front (Dealer Installed) (Limited Availability) [N/A with Seat (AZ3) or Console Insert (SOP)]	45	41

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2018 Chevrolet Suburban (Continued)

FACTORY INSTALLED OPTIONAL EQUIPMENT

MFG CODE		MFG RETAIL	UBS W'SALE
Y66	Cruise Control, Adaptive [Requires Driver's Information System (UHS)] (N/A on LS or LT); 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 System, Enhanced 8" Dual Diagonal Multicolor Includes Head-Up Instrument Display (UV5) (N/A on LS or LT); on Premier	850	774
SFZ	Emblems, Black Front and Rear Bow-Tie (Dealer Installed) (Limited Availability)	215	196
R88	Emblems, Black Illuminated Front Bow-Tie (Dealer Installed) (Limited Availability)	425	387
R88	Emblems, Gold Illuminated Front Bow-Tie (Dealer Installed) (Limited Availability)	375	341
UJ5	Entertainment System, Rear Seat DVD [N/A with Entertainment System (U42) or Sun, Entertainment & Destinations Package (PCJ)]	1,995	1,815
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)] (N/A on LS); on LT and Premier	1,820	1,656
VQZ	Exhaust Tips, Polished (Dealer Installed) (Limited Availability)	140	127
VLG	Fascia Close-Out, Rear (Dealer Installed) (Limited Availability) (N/A on Premier); on LS and LT	130	118
RIB	Floor Liner Package, All-Weather (Dealer Installed) (Limited Availability)	330	300
AAK	Floor Liner, All-Weather (Dealer Installed) (Limited Availability)	250	228
VAV	Floor Mats, All-Weather (Dealer Installed) (Limited Availability)	225	205
SJA	Grille Insert, Chrome with Horizontal Louver Insert (Dealer Installed) (Limited Availability) [N/A with Off Road Package (Z71)]	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) (Limited Availability)	250	228
ST7	LT Midnight Edition (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
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
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
---	Paint, Blue Velvet (G1M), Satin Steel (G9K), Silver Ice (GAN), Summit White (GAZ), Black (GBA), Pepperdust (GMU) or Tungsten (GXG)	N/C	N/C
G1W	Paint, Iridescent Pearl Tricoat (N/A on LS); on LT and Premier	995	905
G7U	Paint, Sable Metallic	395	359
G1E	Paint, Siren Red Tintcoat	495	450
SDA	Recovery Hooks, Black (Dealer Installed) (Limited Availability)	120	109
VQY	Recovery Hooks, Chrome (Dealer Installed) (Limited Availability)	200	182
VQQ	Roof Rack Crossrails, Black (Dealer Installed) (Limited Availability)	265	241
SCN	RST Edition (N/A on LS); on LT	2,640	2,402
	On Premier	2,630	2,395
ATV	Seats, Center Row Bucket with Manual Release [N/A with Luxury Package (PCK)] (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
ATN	Seats, Second Row Power Release Bucket [Requires Luxury Package (PCK)] (N/A on LS) (Standard on Premier); on LT	795	723

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2018 Chevrolet Suburban (Continued)

FACTORY INSTALLED OPTIONAL EQUIPMENT

MFG CODE		MFG RETAIL	UBS W'SALE
PDR	Signature Package (Pricing Includes Package Discount) (N/A on LS or Premier); on LT without Luxury Package (PCK)	\$ 5,435	\$ 4,946
	On LT with Luxury Package (PCK)	5,185	4,718
VRV	Splash Guards, Custom Molded (Dealer Installed) (Limited Availability)	380	346
VQK	Splash Guards, Molded (Dealer Installed) (Limited Availability)	170	155
PCJ	Sun, Entertainment & Destinations Package Additional 9-Months of SiriusXM Radio and NavTraffic Service, Power Sunroof (CF5), Rear Seat DVD Entertainment System (U42) and Chevrolet MyLink Radio with Navigation Audio System (I06) (Pricing Includes Package 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	2,435	2,216
SFJ	Sunshade, Reflective Front Window (Dealer Installed) (Limited Availability)	110	100
UTT	Theft Protection Package Includes Self-Powered Horn, Interior Movement & Vehicle Inclination Sensors, Door Lock Shields and Glass Break Sensors in Rear Quarter Glass and Liftgate Window [Requires Luxury Package (PCK) 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	35
NHT	Trailer 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
SFE	Wheel Locks (Dealer Installed) (Limited Availability)	70	64
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) (Limited Availability) [N/A with Wheel Locks (SFE) or Off-Road Package (Z71)]	2,995	2,725
SEV	Wheels, 22" 6-Spoke Black Alloy Includes 22" Tires (Dealer Installed) (Limited Availability) [N/A with Wheel Locks (SFE) or Off-Road Package (Z71)]	2,995	2,725
SMI	Wheels, 22" 6-Spoke Chrome (N/A on LS); on LT and Premier	2,900	2,639
RPT	Wheels, 22" 6-Spoke Chrome Multi-Featured Design (N/A in LS); on LT and Premier	2,900	2,639
SF0	Wheels, 22" 6-Spoke Premium Silver Ultra-Bright Machined Alloy Includes 22" Tires (Dealer Installed) (Limited Availability) [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) (Limited Availability) [N/A with Wheel Locks (SFE) or Off-Road Package (Z71)]	2,995	2,725
RX1	Wheels, 22" 7-Spoke Silver with Black Inserts Includes 22" Tires (Dealer Installed) (Limited Availability) [N/A with Wheel Locks (SFE) or Off-Road Package (Z71)]	2,995	2,725
RXN	Wheels, 22" 7-Spoke Silver with Chrome Inserts Includes 22" Tires (Dealer Installed) (Limited Availability) [N/A with Wheel Locks (SFE) or Off-Road Package (Z71)]	2,995	2,725
SGF	Wheels, 22" Premium Painted with Chrome Inserts (N/A on LS); on LT and Premier	2,495	2,270
SIY	Wheels, 22" Ultra Bright Machined Aluminum with Bright Silver Finish (N/A on LS or LT); on Premier	2,900	2,639
RD2	Wheels, Chrome (N/A on LS or LT); on Premier	400	364
WJP	Z71 Midnight Edition (N/A on LS or Premier); on LT	2,285	2,079

Understanding the difference

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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

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

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2018 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	\$ 48,795	\$ 47,223
CC15706/1LT	Tahoe LT 2WD 4-Door Sport Utility	53,895	52,144
CC15706/1LZ	Tahoe Premier 2WD 4-Door Sport Utility	63,495	61,408
TAHOE 4WD			
CK15706/1LS	Tahoe LS 4WD 4-Door Sport Utility	51,795	50,118
CK15706/1LT	Tahoe LT 4WD 4-Door Sport Utility	56,895	55,039
CK15706/1LZ	Tahoe Premier 4WD 4-Door Sport Utility	66,495	64,303

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.

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

MFG CODE		MFG RETAIL	UBS W'SALE
PDP	All-Season Package Includes All-Weather Cargo Mat (VLI), All-Weather Floor Mats (VAV), Bodycolor Bodyside Moldings (B86), P275/55R-20 Tires (QTO), Black Roof Rack Cross Rails (VQQ), Max Trailing Package (NHT) and Polished Aluminum Wheels (RD4) [N/A with Custom Edition (YL4)] (Pricing Includes Package Discount) (N/A on LT or Premier); On LS 2WD On LS 4WD	\$ 2,880 3,080	\$ 2,621 2,803
RVQ	Assist Step Kit, Black (Dealer Installed) (Limited Availability)	550	501
VXH	Assist Step Kit, Chrome (Dealer Installed) (Limited Availability)	600	546
5JL	Brake Kit, Performance Front (Dealer Installed) (Limited Availability)	2,795	2,543
RWU	Cargo Area Organizer, Collapsible (Dealer Installed)	140	127
VRS	Cargo Cover (Dealer Installed) (Limited Availability)	195	177
VLI	Cargo Mat (Dealer Installed) [Included with Interior Protection Package (PDH)]	85	77
SOP	Console Insert (Dealer Installed) (Limited Availability) [N/A with Manual Second Row Bucket Seats (AZ3) or Console Organizer (VKW)]	60	55
VKW	Console Organizer, Front (Dealer Installed) (Limited Availability) [N/A with Console Insert (SOP) or Manual Second Row Bucket Seats (AZ3)]	45	41
Y66	Cruise Control, Adaptive Includes Automatic Collision Preparation [Requires Driver's Information Center (UHS)] (N/A on LS or LT); on Premier	895	814

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2018 Chevrolet Tahoe (Continued)

FACTORY INSTALLED OPTIONAL EQUIPMENT

MFG CODE		MFG RETAIL	UBS W'SALE
YL4	Custom Edition Includes Chrome Finish Grille (SJA), P265/65R-18 Tires, Third Row Seat Delete and Painted Aluminum Wheels [N/A with All-Season Package (PDP) or Interior Protection Package (PDH)] (N/A on LT or Premier); on LS	\$ - 3,750	\$ - 3,413
SOM	Door Sill Plates, Illuminated (Dealer Installed) (Limited Availability)	420	382
PCW	Driver Alert Package, Enhanced Includes Low Speed Forward Automatic Braking, Forward Collision Alert, IntelliBeam Automatic High Beam with On/Off Headlamp Control, Lane Departure Warning System, Lane Keep Assist, Power Adjustable Pedals (JF4), and Driver Alert Seat Warning System (N/A on LT or Premier); on LS	695	632
UHS	Driver's Information Center, Enhanced 8" Diagonal Multi-Color Includes Head-Up Instrument Display (UV6) (N/A on LS or LT); on Premier	850	774
SFZ	Emblems, Black Bow Tie Front and Rear (Dealer Installed) (Limited Availability)	215	196
R88	Emblems, Illuminated Black Bow Tie Front and Rear (Dealer Installed) (Limited Availability)	425	387
RN2	Emblems, Illuminated Gold Bow Tie Front and Rear (Dealer Installed) (Limited Availability)	375	341
UJ5	Entertainment System, Dual Headrest DVD (Dealer Installed) (Limited Availability) [N/A with Rear Seat DVD Entertainment System (U42) or Sun, Entertainment & Destinations Package (PCJ)]	1,995	1,815
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 [N/A with Dual Headrest DVD Entertainment System (UJ5) [Included with Sun, Entertainment & Destination Package (PCJ)] (N/A on LS); on LT and Premier	1,720	1,565
VQZ	Exhaust Tips, Polished (Dealer Installed) (Limited Availability) [Included with Signature Package (PDR)]	140	127
VLG	Fascia Closeout, Rear (Dealer Installed) (Limited Availability) [N/A with Trailer Hitch Insert (S6N)] (N/A on Premier); on LS and LT	130	118
RIB	Floor Liners, All-Weather Front, Rear and Center (Dealer Installed) (Limited Availability)	330	300
AAK	Floor Liners, All-Weather Front, Rear and Center with Badging (Dealer Installed) (Limited Availability) [Requires Carpeting (B30)]	250	228
VAV	Floor Mats, All-Weather (Dealer Installed) (Limited Availability) [Included with Interior Protection Package (PDH) and All-Season Package (PDP)]	225	205
SJA	Grille, Chrome Finish (Dealer Installed) [Included with Custom Edition (YL4)]	695	632
RZ9	Grille, Chrome Mesh (Dealer Installed) (Limited Availability) [Included with Signature Package (PDR)]	640	582
KO5	Heater, Engine Block	100	91
PDH	Interior Protection Package Includes All-Weather Cargo Mat (VLI) and All-Weather Floor Mats (VAV) (Dealer Installed) (Limited Availability) [N/A with All-Season Package (PDP) or Custom Edition (YL4)]	250	228
H4X	Interior Trim, Cocoa/Mahogany (N/A on LS or LT); on Premier	295	268
SFV	Internet Connectivity, Mobile Wi-Fi (Dealer Installed) (Limited Availability)	595	541
PCK	Luxury Package Includes Side Blind Zone Alert, Rear Cross-Traffic Alert, Push-Button Engine Start, Passive Keyless Access Entry System, Fog Lights, Lane Change Alert, Power Hands-Free Liftgate, Memory for Outside Mirrors, Pedals, Steering Wheel and Driver's Seat, 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, 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 with Manual Center Bucket Seats (ATV)] (N/A on LS or Premier); on LT	2,860	2,603
ST7	Midnight Edition Includes Black Front and Rear Bowties, P275/55R20 Tires, Black Roof Rail Crossbars (VQQ) and Black Painted Aluminum Wheels (N/A on LS or Premier); on LT without Texas Edition Package (PDA)	1,835	1,670
	On LT with Texas Edition Package (PDA)	1,585	1,442
WJP	Midnight Edition, Z71 Includes High Capacity Air Cleaner, Black Tubular Assist Steps, Front Black Lower Fascia, Z71 Specific Rubber Floor Mats with Logo, Z71 Specific Grille Design, P265/65R-18 Tires, 3.42 Axle Ratio, Badging, Black Front and Rear Bowties, Front Fog Lights, Hill Descent Control, Front and Rear Parking Sensors, Black Roof Rail Crossbars, Front Underbody Shield Skid Plate, Front Tow Hooks, 2-Speed Electronic Autotrac Transfer Case and Black Painted Aluminum Wheels (N/A on LS, LT RWD or Premier); on LT 4WD	2,630	2,393

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2018 Chevrolet Tahoe (Continued)

FACTORY INSTALLED OPTIONAL EQUIPMENT

MFG CODE		MFG RETAIL	UBS W'SALE
B86	Moldings, Bodycolor Bodyside (Dealer Installed) (Limited Availability) [Included with All-Season Package (PDP)] (N/A on Premier); on LS and LT	\$ 100	\$ 91
B85	Moldings, Bright Bodyside (Dealer Installed) (Limited Availability) [N/A with All-Season Package (PDP)] (N/A on Premier); on LS and LT	150	137
Z71	Off-Road Package Includes High Capacity Air Cleaner, Black Tubular Assist Steps, 3.42 Axle Ratio, Fog Lights, Hill Descent Control, P265/65R-18 All-Terrain Tires, Front and Rear Park Assist, Front Tow Hooks, 2-Speed Electronic Autotrac Transfer Case (NQH), Painted Aluminum Wheels and Z71 Suspension (N/A on LS, LT RWD or Premier); on LT 4WD without Luxury Package (PCK) or Texas Edition Package (PDA)	1,850	1,684
	On LT 4WD with Luxury Package (PCK) or Texas Edition Package (PDA)	1,600	1,456
---	Paint, Black (GBA), Blue Velvet Metallic (G1M), Havana Metallic (G2X), Pepperdust Metallic (GMU), Satin Steel Metallic (G9K), Silver Ice Metallic (GAN), Summit White (GAZ) or Tungsten Metallic (GXG)	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
WPK	Performance Edition, RST 6.2L (N/A on LS or LT); on Premier	2,720	2,475
I06	Radio, AM/FM Stereo with CD, MP3, MyLink, Navigation & Touch Screen [Included with Sun, Entertainment & Destination Package (PCJ)] (N/A on LS) (Standard on Premier); on LT	495	450
VQQ	Roof Rail Crossbars, Black (Dealer Installed) (Limited Availability) [Included with All-Season Package (PDP)]	265	241
SCN	RST Edition Includes Black Front and Rear Bowties, Gloss Black Grille, Black Beltline Moldings, Body Color Door Handles, Black Mirror Caps, Black Roof Rails and Aluminum Wheels with Custom Silver Inserts (N/A on LS); on LT also Includes Premium Smooth Ride Suspension Package	2,640	2,402
	On Premier	2,630	2,393
AZ3	Seat, Front Split Bench [N/A with Console Organizer (VKW) or Console Insert (SOP)] (N/A on LT or Premier); on LS	- 250	- 228
ATV	Seats, Manual Center 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 Center Row Bucket [Requires Luxury Package (PCK) or Texas Edition Package (PDA)] (N/A on LS or Premier); on LT	795	723
BRS	Side Steps, Power Retractable with Perimeter Lighting (N/A on LS or LT); on Premier	1,745	1,588
PDR	Signature Package Includes Chrome Assist Step Kit (VXH), Polished Exhaust Tips (VQZ), Chrome Mesh Grille (RZ9), Bright Bodyside Moldings (B85), P275/55R-20 Tires, Chrome Tow Hooks (VQY) and Chrome Wheels (RD2) (Pricing Includes Package Discount) (N/A on LS or Premier); on LT with Luxury Package (PCK)	6,385	5,810
	On LT without Luxury Package (PCK)	6,635	6,038
VRV	Splash Guards, Body Color Molded (Dealer Installed) (Limited Availability)	380	346
VQK	Splash Guards, Molded (Dealer Installed) (Limited Availability)	170	155
PCJ	Sun, Entertainment & Destinations Package Includes Rear Seat DVD Entertainment System (U42), SiriusXM Satellite Radio with SiriusXM NavTraffic and Additional 9-Months of Service, AM/FM Stereo with CD, MP3, My Link Navigation & Touch Screen, Radio (I06) and Power Sunroof (CF5) (Pricing Includes Package Discount) (N/A on LS); On LT without Luxury Package (PCK) or Texas Edition Package (PDA)	2,930	2,666
	On LT with Luxury Package (PCK) or Texas Edition Package (PDA)	2,812	2,760
	On Premier	2,435	2,216
CF5	Sunroof, Power Includes Wind Deflector [Included with Sun, Entertainment & Destination Package (PCJ)] [N/A on LS]; on LT and Premier	1,045	951
SFJ	Sunshade, Reflective Front Window (Dealer Installed) (Limited Availability)	110	100
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 Rail Crossbars (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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2018 Chevrolet Tahoe (Continued)

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
SDA	Tow Hooks, Black (Dealer Installed) (Limited Availability)	120	109
VQY	Tow Hooks, Chrome (Dealer Installed) (Limited Availability) [Included with Signature Package (PDR)]	200	182
S6N	Trailer Hitch Insert (Dealer Installed) (Limited Availability) [Included with Texas Edition (PDA)] (N/A on Premier); on LS and LT	35	32
NHT	Trailer Package, Max Includes 3.42 Axle Ratio and Integrated Trailer Brake Controller [Included with All-Season Package (PDP); 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 Electronic Autotrac Transfer Case (NQH)	780	710
	On Premier 2WD	300	273
	On Premier 4WD also Includes 2-Speed Electronic Autotrac Transfer Case (NQH)	500	455
NQH	Transfer Case, 2-Speed Electronic Autotrac (N/A on 2WD); on 4WD	100	91
SFE	Wheel Locks (Dealer Installed) (Limited Availability)	70	64
SEW	Wheels, 22" 5-Spoke Silver Ultra-Bright Machined Alloy with High Gloss Black Includes 22" Tires (Dealer Installed) (Limited Availability)	2,995	2,725
SEV	Wheels, 22" 6-Spoke Black Includes 22" Tires (Dealer Installed) (Limited Availability)	2,995	2,725
SMI	Wheels, 22" 6-Spoke Chrome Includes P285/45R-22 Tires (N/A on LS); on LT and Premier	2,900	2,639
SF0	Wheels, 22" 6-Spoke Premium Silver Ultra-Bright Machined Alloy Includes 22" Tires (Dealer Installed) (Limited Availability)	2,995	2,725
SF1	Wheels, 22" 7-Spoke Silver Alloy Includes 22" Tires (Dealer Installed) (Limited Availability)	2,995	2,725
RX1	Wheels, 22" 7-Spoke Silver with Black Inserts Includes 22" Tires (Dealer Installed) (Limited Availability)	2,995	2,725
RXN	Wheels, 22" 7-Spoke Silver with Chrome Inserts Includes 22" Tires (Dealer Installed) (Limited Availability)	2,995	2,725
RPT	Wheels, 6-Spoke Multi-Featured Design Chrome Includes P285/45R-22 Tires (N/A on LS); On LT and Premier	2,900	2,639
RD2	Wheels, Chrome (N/A on LS) [Included with and Requires Signature Package (PDR) on LT]; on Premier	400	364
RD4	Wheels, Polished Aluminum [Included with All-Season Package (PDP)] (Standard on Premier); on LS and LT	1,700	1,547
SGF	Wheels, Premium Painted with Chrome Inserts Includes 22" Tires (N/A on LS); on LT and Premier	2,495	2,270
SIY	Wheels, Ultra Bright Machined Aluminum with Bright Silver Finish Includes 22" Tires (N/A on LS or LT); on Premier	2,495	2,270

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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Washington 301.657.1920

Baltimore 410.792.9070

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2018 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	\$ 33,595	\$ 32,870
1NC56/1LT	Traverse LT Cloth FWD 4-Door Sport Utility	36,095	35,308
1NC56/3LT	Traverse LT Leather FWD 4-Door Sport Utility	42,695	41,743
1NC56/2LT	Traverse RS FWD 4-Door Sport Utility	43,595	42,620
1NC56/1LZ	Traverse Premier FWD 4-Door Sport Utility	45,995	44,960

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TRAVERSE AWD			
1NV56/1LS	Traverse LS AWD 4-Door Sport Utility	35,595	34,820
1NW56/1LT	Traverse LT Cloth AWD 4-Door Sport Utility	39,895	39,013
1NW56/3LT	Traverse LT Leather AWD 4-Door Sport Utility	44,695	43,693
1NX56/1LZ	Traverse Premier AWD 4-Door Sport Utility	48,895	47,788
1NX56/2LZ	Traverse High Country AWD 4-Door Sport Utility	53,595	52,370

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)	\$ 925	\$ 842
PDM	Black Accent Package (N/A on RS or High Country)	575	523
VK3	Bracket, Front License Plate	40	36
WH6	Cargo Net, Horizontal (Dealer Installed) (Limited Availability)	65	59
PDG	Cargo Package Includes Cargo Liner, Vertical Cargo Net and Retractable Cargo Shade (Dealer Installed) (Limited Availability) [N/A with Interior Protection Package (PDH)]	315	287
PDV	Chrome Essentials Package Includes Stainless Steel Door Sill Plates and Chrome Mirror Caps (Dealer Installed) (Limited Availability) [N/A with Redline Edition (WBL)] (N/A on RS or High Country); on LS, LT and Premier	255	232
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

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2018 Chevrolet Traverse (Continued)

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

MFG CODE		MFG RETAIL	UBS W'SALE
BGP	Driver Confidence II Package Includes Low Speed Forward Automatic Braking, Forward Collision Warning System, IntelliBeam Headlamps, Lane Departure Warning System with Lane Keep Assist, Pedestrian Detection System and Following Distance Sensor Indicator (N/A on LS, LT, RS or High Country) (Standard on Premier AWD); on Premier FWD	\$ 475	\$ 432
SFZ	Emblems, Black Bow-Tie Front and Rear (Dealer Installed) (Limited Availability) [N/A with Redline Edition (WBL)] (N/A on RS); on LS, LT, Premier and High Country	195	177
RDI	Entry System Keypad, Keyless (Dealer Installed) (Limited Availability)	155	141
PDF	Floor Liner Package (Dealer Installed) (Limited Availability)	260	237
PCV	Floor Mat Package, Premium Carpet (Dealer Installed) (Limited Availability)	295	268
KO5	Heater, Engine Block	100	91
PCX	Hit The Road Package (N/A on LS); on LT, RS, Premier and High Country	950	865
SR3	Infotainment System, Rear Seat with DVD Player	1,995	1,815
SR2	Infotainment System, Rear Seat without DVD Player	1,750	1,593
PDH	Interior Protection Package Includes All-Weather First Row, Second Row and Third Row Floor Mats, and All-Weather Rear Cargo Mat (Dealer Installed) (Limited Availability)	250	228
GGA	Paint, Black Currant Metallic (N/A on LS, RS or High Country); on LT and Premier	395	359
GPJ	Paint, Cajan Red Tintcoat (N/A on LS); on LT, RS, Premier and High Country	395	359
---	Paint, Graphite Metallic (GPA) or Pepperdust Metallic (N/A on LS, RS or High Country); on LT and Premier	N/C	N/C
G1W	Paint, Iridescent Pearl Tricoat (N/A on LS); on LT, RS, Premier and High Country	995	905
---	Paint, Mosaic Black Metallic (GB8), Silver Ice Metallic (GAN) or Summit White (GAZ)	N/C	N/C
G2X	Paint, Sable Brown (Late Availability) (N/A on LS or RS); on LT, Premier and High Country	N/C	N/C
G9K	Paint, Satin Steel Metallic (Late Availability) (N/A on RS); on LS, LT, Premier and High Country	N/C	N/C
WBL	Redline Edition Includes Black Mirror Caps, Black Roof Rails, Dual SkyScape Power Front and Fixed Rear Sunroof (C3U), Darkened Tail Lights, Trailering Equipment (V92) and Gloss Black Painted Aluminum Wheels [Requires Driver Confidence II Package (BGP) on FWD and Requires Iridescent Pearl Tricoat Paint (G1W), Mosaic Black Metallic Paint (GB8), Silver Ice Metallic Paint (GAN) or Summit White Paint (GAZ)] [N/A with Chrome Essentials Package (PDV) or Black Bow-Tie Front and Rear Emblems (AFZ)] (N/A on LS, LT, RS or High Country); on Premier FWD	2,495	2,270
	On Premier AWD	1,845	1,679
VLL	Roof Rails Crossbars (Dealer Installed) (N/A on LS); on LT, RS, Premier and High Country	325	296
S6W	Seat Cover, Protective Rear (Dealer Installed) (Limited Availability)	295	268
ABC	Seating, 8-Passenger (Standard on LS) (N/A on LT Leather, RS, Premier or High Country); On LT Cloth	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.	270	246
REMEMBER TO ASK ABOUT INCENTIVES.			
VQK	Splash Guards, Custom Molded Front and Rear (Dealer Installed) (Limited Availability) (N/A on Premier or High Country); on LS, LT and RS	170	154
C3U	Sunroof, Dual SkyScape Power Front and Fixed Rear [Included with Redline Edition (WBL)] (N/A on LS, LT Cloth or RS) (Standard on High Country); on LT Leather 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
SFE	Wheel Locks (Dealer Installed) (Limited Availability)	70	64
S2D	Wheels, Gloss Black Painted Aluminum (N/A on RS or High Country); on LS, LT and Premier	1,995	1,815

Understanding the difference

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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

2018 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	UBS W'SALE (Includes Freight)
TRAX FWD			
1JU76/1LS	Trax LS FWD 4-Door Sport Utility	\$ 21,995	\$ 21,770
1JV76/1LT	Trax LT FWD 4-Door Sport Utility	23,895	23,642
1JW76/1LZ	Trax Premier FWD 4-Door Sport Utility	28,295	27,976
<div style="border: 1px solid black; padding: 5px;"> <p>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 <u>rebates</u> from the manufacturer to the customer. Also, <u>incentives</u> from the manufacturer to the dealer will be offered when available by the UBS dealer representative to the UBS customer to further <u>lower your cost</u> at the time of delivery.</p> </div>			
TRAX AWD			
1JR76/1LS	Trax LS AWD 4-Door Sport Utility with Option Package (1LS)	23,495	23,248
1JS76/1LT	Trax LT AWD 4-Door Sport Utility	25,395	25,119
1JT76/1LZ	Trax Premier AWD 4-Door Sport Utility	29,795	29,453

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 Organizer Net (Dealer Installed) (Limited Availability)	140	127
PDD	Cargo Package Includes Cargo Mat and Cargo Net [N/A with Interior Protection Package (PDH)] (Dealer Installed) (Limited Availability)	115	105
CAV	Cargo Tray (Dealer Installed) (Limited Availability) [N/A with Interior Protection Package (PDH)]	110	100
HAVE YOU CALLED UBS?			
PDB	Convenience Package Includes Color-Keyed/Chrome Door Handle, Remote Control Engine Start, Keyless Open Entry System, 6-Way Power Driver's Seat Adjuster, Deluxe Cloth & Leatherette Seat Trim and Leather-Wrapped Steering Wheel (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 (N/A on LS) (Standard on Premier); on LT	495	450
S55	Floor Liner's, All-Weather Front And Rear Black (Dealer Installed) (Limited Availability)	140	127
KPK	Heater, Oil Pan	100	91
PDH	Interior Protection Package Includes All-Weather Front and Rear Floor Mats (VAV) and Cargo Mat (VLI) (Dealer Installed) (Limited Availability) [N/A with Cargo Package (PDD), Cargo Tray (CAV) or Protection Package (PDC)]	175	159

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2018 Chevrolet Trax (Continued)

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

MFG CODE		MFG RETAIL	UBS W'SALE
WJP	Midnight Edition Includes Body-Color Door Handles, Carpeted Front and Rear Floor Mats, Black Beltline Molding, Leatherette Seat Trim, Body-Color Tailgate Handle and Aluminum Wheels (N/A on LS or LT); on Premier	\$ 500	\$ 455
GPJ	Paint, Cajan Red Tintcoat (N/A on LS); on LT and Premier	395	359
---	Paint, Mosaic Black Metallic (G8B), Sandy Ridge Metallic (G8K), Silver Ice Metallic (GAN), or Storm Blue Metallic (G35) or Summit White (GAZ)	N/C	N/C
---	Paint, Nightfall Gray Metallic (G7Q) or Red Hot (G7C) (N/A on LS); on LT and Premier	N/C	N/C
PDC	Protection Package Includes All-Weather Front and Rear Floor Mats (VAV) and Custom Molded Front and Rear Splash Guards (VQK) (Dealer Installed) (Limited Availability) [N/A with Interior Protection Package (PDH)]	275	250
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	285	259
REMEMBER TO ASK ABOUT INCENTIVES.			
PCJ	Sun & Sound Package Includes Power Sunroof (CF5) and 7-Bose Speakers [Requires Convenience Package (PDB)] (Pricing Includes Package Discount) (N/A on LS or Premier); on LT	1,150	1,047
SFE	Wheel Locks (Port Installed) (N/A on LS); on LT and Premier	70	64
SE4	Wheels, Midnight Silver Aluminum Includes 18" Tires (N/A on LS); on LT	2,450	2,230
	On Premier	1,855	1,688

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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2018 Chevrolet Volt

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)
1RF68/2LT	Volt LT FWD 4-Door Hatchback	\$ 34,095	\$ 33,717
1RG68/2LZ	Volt Premier FWD 4-Door Hatchback	38,445	38,001

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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
5XB	Battery Recharge Cord, Portable (Dealer Installed) (Limited Availability)	\$ 535	\$ 487
62G	Battery Recharge Port, Illuminated (Dealer Installed) (Limited Availability)	275	250
PDZ	Blackout Package (Dealer Installed) (Limited Availability)	1,995	1,815
SFZ	Bowties, Black Front and Rear (Dealer Installed) (Limited Availability)	215	196
VK3	Bracket, Front License Plate	40	36
RWJ	Car Cover, Outdoor (Dealer Installed) (Limited Availability)	365	332
VLI	Cargo Mat, All-Weather (Dealer Installed) (Limited Availability) [Included with Interior Protection Package (PDH)]	110	100

DO YOU HAVE A UBS PURCHASE CERTIFICATE?

W2D	Cargo Net (Dealer Installed) (Limited Availability)	65	59
PDB	Comfort Package Includes Dual Heated Power Outside Mirrors with Manual Fold, Heated Front Seats, Leather-Wrapped Shift Knob and Heated Leather-Wrapped Steering Wheel (Standard on Premier); on LT	460	419
KSG	Cruise Control, Adaptive Includes Automatic Front Braking [Requires Driver Confidence Package 1 (V7X/V7Z) and Driver Confidence Package 2 (V7Y)] (N/A on LT); on Premier	595	541
VST	Door Sill Plates (Dealer Installed) (Limited Availability)	135	123
V7X/V7Z	Driver Confidence Package 1 Includes Side Blind Zone Alert and Rear Cross Traffic Alert and Lane Change Alert [Requires Comfort Package (PDB) and Leather Surfaced Seat Trim (PCQ) on LS]; on LS also Includes Rear Park Assist	790	719
	On Premier also Includes Lane Change Alert	495	450
V7Y	Driver Confidence Package 2 Includes Automatic Front Braking, Forward Collision Alert, IntelliBeam Automatic High Beam Headlamp Control, Lane Keep Assist and Following Distance Sensor Indicator [Requires Driver Confidence Package 1 (V7X)] (N/A on LT); on Premier	495	450

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2018 Chevrolet Volt (Continued)

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 Interior Protection Package (PDH)]	\$ 140	\$ 127
VYW	Floor Mats, Premium Carpeted (Dealer Installed) (Limited Availability)	150	137
PDH	Interior Protection Package Includes All-Weather Cargo Mat (VLI) and All-Weather Floor Mats (VAV) (Dealer Installed) (Limited Availability)	200	182
SH4	Lighting, Ambient Includes Cup Holder Lights and Footwell Lights (Dealer Installed) (Limited Availability)	575	523
---	Paint, Green Mist Metallic (G9A), Mosaic Black Metallic (GB8), Satin Steel Metallic (G9K), Silver Ice Metallic (GAN) or Summit White (GAZ)	N/C	N/C
G1W	Paint, Iridescent Pearl Tricoat	995	905
---	Paint, Kinetic Blue Metallic (GD1) or Cajun Red Tintcoat (GPJ)	395	359
SBZ	Pedal Kit, Sport (Dealer Installed) (Limited Availability)	175	159
I06	Radio, AM/FM Stereo with MyLink, Navigation and Touch Screen Includes NavTraffic and SiriusXM Travel Link (N/A on LT); on Premier	495	450
REMEMBER TO ASK ABOUT INCENTIVES.			
PCQ	Seat Trim, Leather-Surfaced [Requires Comfort Package (PDB)] (Standard on Premier); on LT	900	819
UQA	Speakers, 8-Bose Includes Subwoofer (Standard on Premier); on LT	560	510
SFJ	Sun Shade, Reflective Front Window (Dealer Installed) (Limited Availability)	110	100
SFS	Sunshades, Rear Side (Dealer Installed) (Limited Availability)	120	109
SIF	Tablet Holders, Universal (Dealer Installed) (Limited Availability)	115	105
SFE	Wheel Lock Kit (Dealer Installed) (Limited Availability) [N/A with 5-Split Spoke Ultra Bright Machined Aluminum Wheels (SJH)]	60	55
SJH	Wheels, 5-Split Spoke Ultra Bright Machined Aluminum with Painted Gloss Black Pockets (Dealer Installed) (Limited Availability) [N/A with Wheel Lock Kit (SFE)]	1,895	1,724
PCN	Winter/Summer Floor Mat Package Includes All-Weather Floor Mats (VAV) and Premium Carpeted Floor Mats (VYW) (Dealer Installed) (Limited Availability)	260	237

Understanding the difference

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What to do

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2018 CHRYSLER

How to use the United Buying Service Price Book:

1. Offer the member or employee access to the **2017 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 2017 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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2018 Chrysler 300 Sedan

To Calculate the UBS Price:

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MFG CODE	MODELS	MFG RETAIL	UBS W'SALE (Includes Freight)
300 SEDAN REAR WHEEL DRIVE			
LXCH48/2-E	300 Touring Base RWD 4-Door Sedan	\$ 30,090	\$ 29,796
LXCH48/2-F	300 Touring L RWD 4-Door Sedan	33,735	33,040
LXCL48/2-G	300 300S RWD 4-Door Sedan	36,890	35,830
LXCS48/2-T	300 Limited RWD 4-Door Sedan	37,690	36,574
LXCR48/2-R	300 300C RWD 4-Door Sedan	42,090	40,666

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300 SEDAN ALL WHEEL DRIVE			
LXFH48/2-E	300 Touring Base AWD 4-Door Sedan	32,590	32,146
LXFH48/2-F	300 Touring L AWD 4-Door Sedan	36,235	35,390
LXFL48/2-G	300 300S AWD 4-Door Sedan	39,390	38,155
LXFS48/2-T	300 Limited AWD 4-Door Sedan	40,190	38,899

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

MFG CODE		MFG RETAIL	UBS W'SALE
AEA	Appearance Package Includes Premium Fog Lights, Body Color Front Fascia, Lower Grille Closeout Panels and Rear Spoiler [Requires 5.7 Liter V8 Hemi Engine (EZH)] (N/A on Touring, Limited or 300C); on 300S	\$ 1,495	\$ 1,331
AA5	Beats Audio Group Includes 10 Beats Premium Speakers and 552 Watt Amplifier (N/A on Touring, Limited or 300C); on 300S	995	886
CKR	Cargo Net (N/A on Touring Base) (Standard on Touring L); on 300S, Limited and 300C	30	27
AYB	Chrome Appearance Package Includes Badging, Platinum Grille Surround, Chrome Outside Mirrors, P245/45R-20 Performance Tires and 20" Polished Aluminum Wheels [N/A with Convenience Group (AAC) or Sport Appearance Package (ALT)] (N/A on Touring Base AWD, Touring L, 300S, Limited or 300C); on Touring Base RWD	695	619
AAC	Convenience Group, Driver Includes Remote Control Engine Start, LED Fog Lights, Garage Door Opener, P225/60R-18 Tires, Comfort Suspension and 18" Polished Aluminum Wheels [N/A with Chrome Appearance Package (AYB) or Sport Appearance Package (ALT)] (N/A on Touring L, 300S, Limited or 300C); on Touring Base	995	886

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2018 Chrysler 300 Sedan (Continued)

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

MFG CODE		MFG RETAIL	UBS W'SALE
AJV	Convenience Group, Driver Includes Remote Control Engine Start, LED Fog Lights, Garage Door Opener, GPS Navigation System and SiriusXM Travel Link & Traffic with 5-Years of Service [N/A with Value Package (AAN)] (N/A Touring Base, 300S, Limited or 300C); on Touring L	\$ 2,395	\$ 2,132
EZH	Engine, 5.7 Liter V8 Hemi Includes Performance Suspension, 160-MPH Speedometer and 5350-Lb GVWR & Sport Mode2 (N/A on Touring, Limited or 300S AWD) (Standard on 300C); on 300S RWD	3,000	2,670
AY1	Harmon/Kardon Audio Group Includes 19-Harman/Kardon GreenEdge Speakers and Harmon/Kardon GreenEdge Amplifier and Subwoofer Radio Equipment [N/A with Power Rear Sunshade (JP9)] (N/A on Touring or 300S); on Limited and 300C	1,795	1,598
NHK	Heater, Engine Block	95	85
CD7	Interior Trim, Premium Leather on Instrument Panel, Doors and Center Console; on 300C	1,995	1,776
ADA	Light Group Includes Bi-Xenon Adaptive Headlamps with Automatic Leveling (N/A on Touring or 300S) (Standard on 300C); on Limited	895	797
GWJ	Moonroof, Dual-Pane Power Glass Panorama [Included with Value Package (AAN), Premium Group (ARL/AAA) and Sun, Sound & Navigation Package (ACW)] (N/A on Touring Base); on Touring L and Limited	1,795 1,895	1,598 1,687
---	Paint, Billet Silver Metallic (PSC), Bright White (PW7), Ceramic Grey (PDN), Gloss Black (PX8), Granite Crystal Metallic (PAU), Green Metallic (PFQ), Maximum Steel Metallic (PAR), Ocean Blue Metallic (PBM) or Velvet Red Pearl (PRV)	N/C	N/C
AFF	Premium Group 2 Includes Blind-Spot Alert with Cross Path Detection, Cargo Mat, Door Sill Scuff Pads, Bi-Xenon Adaptive Headlamps with Automatic Leveling, LED Map Pocket Lights, Lower LED Front Lights, Memory for Outside Mirrors, Radio and Driver's Seat, Dual Heated Power Outside Mirrors with Manual Fold, Tilt-Down, Turn Signals and Automatic Day/Night Driver's Side, Front and Rear Park Assist System, Heated Rear Seats, Leather Sport Bucket Seats, Ventilated Front Seats, Heated Power Tilt & Telescoping Steering Wheel and Power Rear Sunshade (N/A on Touring, Limited or 300C); on 300S	1,895	1,687
ARL/AAA	Premium Group Includes Blind-Spot Alert with Cross Path Detection, Dual Heated Power Outside Mirrors with Manual Fold, Turn Signals and Automatic Day/Night Driver's Side, GPS Navigation System, Front and Rear Park Assist System, SiriusXM Travel Link & Traffic with 5-Years of Service and UConnect 4C Navigation Radio Equipment (UAQ) (N/A on Touring Base or 300C); on Touring L also Includes Remote Control Engine Start, LED Fog Lights, Garage Door Opener, GPS Navigation System and SiriusXM Travel Link & Traffic with 5-Years of Service	3,295 3,495	2,933 3,111
UAQ	Radio Equipment, UConnect 4C Navigation Includes GPS Navigation System and SiriusXM Travel Link and Traffic with 5-Years of Service [Included with Premium Group (ARL/AAA) and Sun, Sound & Navigation Package (ACW)] [Included with and Requires Value Package (AAN) on Touring L] (N/A on Touring Base); on 300S, Limited and 300C	995	886
MXS	Roof, Black (N/A on Touring, Limited or 300C); on 300S	1,500	1,335
ALP	SafetyTec Plus Group Includes Blind-Spot Alert with Cross Path Detection, Advanced Brake Assist, Full Speed FWD Forward Collision Warning Plus System, Adaptive Cruise Control with Stop, Automatic High Beams Headlamps, Lane Departure Warning System Plus, Dual Heated Power Outside Mirrors with Manual Fold, Turn Signals and Automatic Day/Night Driver's Side, Front and Rear Park Assist System and Rain-Sensing Windshield Wipers [Requires UConnect 4C Navigation Radio Equipment (UAQ)] (N/A on Touring); on 300S without Premium Group (ARL/AAA) or Premium Group or Premium Group 2 (AFF)	2,345 1,695 2,995	2,087 1,509 2,666
KL	Seats, Nappa Leather & Suede Performance [Requires Appearance Group (AEA)] (N/A on Touring, Limited or 300C); on 300S	395	352
ALT	Sport Appearance Package Includes Black Chrome Grille Surround, Black Headlamp Bezels, P245/45R-20 Performance Tires and Hyperblack Aluminum Wheels [N/A with Chrome Appearance Package (AYB) or Convenience Group (AAC)] (N/A on Touring Base AWD, Touring L, 300S, Limited or 300C); on Touring Base RWD	695	619

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2018 Chrysler 300 Sedan (Continued)

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

MFG CODE		MFG RETAIL	UBS W'SALE
ACW	Sun, Sound & Navigation Package Includes Harmon/Kardon Audio Group, Dual-Pane Power Glass Panorama Moonroof (GWJ), GPS Navigation System, SiriusXM Travel Link & Traffic with 5-Years of Service and UConnect 4C Navigation Radio Equipment (UAQ) [N/A with Power Rear Sunshade (JP9)] (N/A on Touring, 300S or Limited); on 300C	\$ 3,695	\$ 3,289
JP9	Sunshade, Power Rear (N/A on Touring or 300S); on Limited and 300C	295	263
AAN	Value Package Includes Remote Control Engine Start, LED Fog Lights, Garage Door Opener, Dual-Pane Power Glass Panorama Moonroof (GWJ), GPS Navigation System, SiriusXM Travel Link & Traffic with 5-Years of Service and UConnect 4C Navigation Radio Equipment (UAQ) [N/A with Convenience Group (AJV)] (N/A on Touring Base, 330S, Limited or 300C); on Touring L	2,995	2,666
XDJ	Vehicle Tracking System, Mopar Electric	495	441
WFY/WF9	Wheels, 20" Polished Aluminum Includes P245/45R-20 Performance Tires (N/A on Touring Base, 300S or Limited) (Standard on 300C); on Touring L	495	441

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

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2018 Chrysler Pacifica

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
RUCE53/27F	Pacifica L FWD 4-Door Passenger Van	\$ 28,090	\$ 28,040
RUCL53/27E	Pacifica LX FWD 4-Door Passenger Van	30,890	30,835
RUCR53/27W	Pacifica Touring Plus Base FWD 4-Door Passenger Van [Requires Touring Plus Quick Order Package (27W)	33,690	32,844
RUCH53/27L	Pacifica Touring L Base FWD 4-Door Passenger Van	36,590	35,541
RUCP53/27J	Pacifica Touring L Plus FWD 4-Door Passenger Van	39,790	38,517
RUCT53/27P	Pacifica Limited Base FWD 4-Door Passenger Van	44,790	43,167

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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
HAK	Air Conditioning, Tri-Zone Manual (Standard on LX) (N/A on Touring or Limited); on L	\$ 445	\$ 396
AAC	Door & Liftgate Group, Hands-Free Sliding Includes Hands-Free Dual Power Sliding Doors and Hands-Free Liftgate (N/A on L, LX, Touring Plus or Touring L Base) (Standard on Limited); on Touring L Plus	795	708
ACK	Emergency Kit, Mopar Roadside	175	156
XR1	Entertainment System, Overhead Rear (N/A on L, Touring L Plus or Limited); on LX, Touring Plus and Touring L Base	995	886
GX3	Entry System, Keysense	195	174
NHK	Heater, Engine Block	115	102

DO YOU HAVE A UBS PURCHASE CERTIFICATE?

ACX	Interior Protection Package A, Mopar Includes Cargo Liner, All-Weather Cargo Mat, Door Sill Guards, All-Weather Floor Mats and Stow n Go Storage Tub Liners [Requires Seating (CYF) on LX and Touring] (N/A on L); on LX, Touring and Limited	680	605
---	Paint, Billet Silver Metallic (PSC), Bright White Clearcoat (PW7), Brilliant Black Crystal Pearlcoat (PXR), Granite Crystal Metallic (PAU), Molten Silver (PTE), Velvet Red Pearlcoat (PRV), Dark Cordovan Pearlcoat (PUV) or Jazz Blue Pearlcoat (PBX)	N/C	N/C
MW1	Roof Rails, Black Stow n Place (N/A on L, LX, Touring L Base, Touring L Plus or Limited); On Touring Plus	\$ 245	\$ 218

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2018 Chrysler Pacifica (Continued)

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

MFG CODE		MFG RETAIL	UBS W'SALE
MRL	Running Boards/Splash Guards, Mopar (N/A on Limited)	770	685
ALP	SafetyTec Group, Advanced Includes Advanced Brake Assist, Surround View Camera System, Full Speed Forward Collision Warning System Plus, Adaptive Cruise Control with Stop & Go, Automatic High Beam Headlamps, Lane Departure Warning System Plus, Parallel & Perpendicular Park Assist System with Stop, Front and Rear Park Assist and Rain Sensing Windshield Wipers (N/A on L, LX or Touring Plus Base); on Touring L Base, Touring-L Plus and Limited	995	886
JRG	Seat Adjuster, 8-Way Power Passenger's (N/A on L, LX or Touring Plus) (Standard on Touring L Plus and Limited) [Requires Sound Group (AMA)]; on Touring L Base	N/C	N/C
CYF	Seating, 8-Passenger [N/A with Sunroof (GWM)] (N/A on L or Limited); on LX and Touring	495	441
AMA	Sound Group, Alpine Includes Uconnect Access Communication System with 1-Year of Service, 13-Alpine Speakers, 2-USB Ports, 506-Watt Amplifier and Uconnect 4 Radio Equipment [Requires 8-Way Power Passenger's Seat Adjuster (JRG)] (N/A on LX, Touring Plus, Touring L Plus or Limited); on Touring L Base	895	797
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AAX	Sound Group, Harman/Kardon Includes 20-Harman/Kardon Speakers and 760-Watt Amplifier (N/A on L, LX, Touring Plus, Touring-L Base or Limited); on Touring-L Plus	695	619
MKN	Splash Guards, Mopar	150	134
GMW	Sunroof, Tri-Pane Panoramic [N/A with 8-Passenger Seating (CYF)]; on Touring L Plus	1,595	1,420
ACF	Tire and Wheel Group; on LX Includes P235/65R-17 Tires	795	708
	On Touring Plus and Touring-L Includes P235/60R-18 Tires	895	797
	On Limited Includes P245/50R-20 Tires	995	886
XGQ	Tire Inflation Kit [Requires Limited Use Spare Tire (TBQ)] (N/A on L, LX or Limited); on Touring Plus, Touring L Base and Touring L Plus	320	285
TBQ	Tire, Limited Use Spare [Requires Tire Inflation Kit (XGQ)]; on Touring L Plus	N/C	N/C
27W	Touring Plus Quick Order Package (Required on Touring Plus Base); on Touring Plus Base	- 2,635	- 2,345
AHT	Trailer Tow Group Includes HD Radiator, Class II Trailer Hitch Receiver, Trailer Sway Damping & 7-Pin & 4-Pin Connector Trailer Wiring Harness (N/A on L or LX); on Touring Plus, Touring L Base, Touring L Plus and Limited	995	886
AAJ	Uconnect Theater & Sound Group Includes Uconnect Theater Package (AT-), 20-Harman/Kardon Speakers and 760-Watt Amplifier (N/A on L, LX, Touring Plus or Touring L Base or Touring L Plus); on Limited	2,690	2,394
REMEMBER TO ASK ABOUT INCENTIVES?			
AT -	Uconnect Theater Package Includes 220-Amp Amplifier, Blue-Ray/DVD Player, 115-Volt Power Outlet, 2-USB Ports, Wireless Headphones, Dual Seatback Monitors, High Definition Multimedia Interface, Remote Control and Video USB Port (N/A on L, LX, Touring Plus or Touring L Base) (Standard on Touring L Plus); on Limited	1,995	1,776
CJJ	Vacuum Delete, Stow n Vac Integrated Includes Limited Use Spare (N/A on L, LX or Touring); on Limited	N/C	N/C
AES	Vehicle Tracking System, Mopar	495	441
RF8	Wireless Phone Charging Pad, Mopar	350	312

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.

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2018 DODGE

How to use the United Buying Service Price Book:

1. Offer the member or employee access to the **2017 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 2017 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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2018 Dodge Challenger

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)
LADH22/21A	Challenger SXT Base RWD 2-Door Coupe	\$ 28,090	\$ 27,931
LADH22/21V	Challenger SXT Plus RWD 2-Door Coupe	31,090	30,601
LAEH22/2-B	Challenger GT Base RWD 2-Door Coupe	34,590	34,041
LADP22/2-H	Challenger R/T Base RWD 2-Door Coupe	34,590	34,041
LADP22/2-D	Challenger R/T Plus Base RWD 2-Door Coupe	37,590	36,711
LADP22/2-W	Challenger R/T Base Shaker RWD 2-Door Coupe	38,090	37,156
LADP22/2-S	Challenger R/T Plus Shaker RWD 2-Door Coupe	41,090	39,826
LADP22/2-P	Challenger T/A Base RWD 2-Door Coupe	38,590	37,601
LADP22/2-Q	Challenger T/A Plus RWD 2-Door Coupe	41,590	40,271
LADX22/2-G	Challenger R/T Scat Pack Base RWD 2-Door Coupe (Requires Gas Guzzler Tax Priced Separately)	40,090	38,821
LADX22/2-Y	Challenger 392 Hemi Scat Pack RWD 2-Door Coupe (Requires Gas Guzzler Tax Priced Separately)	44,590	42,826
LADX22/2-X	Challenger T/A 392 Base RWD 2-Door Coupe (Requires Gas Guzzler Tax Priced Separately)	45,090	43,271
LADX22/2-K	Challenger SRT 392 RWD 2-Door Coupe (Requires Gas Guzzler Tax Priced Separately)	50,590	49,551
LADR22/2-R	Challenger SRT Hellcat RWD 2-Door Coupe (Requires Gas Guzzler Tax Priced Separately)	64,890	62,850
LADM22/2-M	Challenger SRT Demon RWD 2-Door Coupe (Requires Gas Guzzler Tax Priced Separately)	84,390	80,985

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

MFG CODE		MFG RETAIL	UBS W'SALE
ADX	Blacktop Package Includes Black Fuel Filler Door, Black Grille, Rearview Camera, SiriusXM Satellite Radio, Black Rear Spoiler, Blacktop Stripe and Gloss Black Painted Aluminum Wheels [N/A with Super Sport Group (AGL) or R/T Classic Package (ASJ)]; on SXT Base also Includes 3.07 Axle Ratio, Fog Lights and P245/45R-20 Performance Tires	\$ 1,295	\$ 1,153
	On SXT Plus and R/T Plus Base	895	797
	On R/T Base	995	886
X - -	Brake Calipers, Black (XS9), Gunmetal Gray (XTM) or Orange (XTU); on SRT Hellcat	495	441
XSP	Brake Calipers, Red; on R/T Base, R/T Plus, R/T Base Shaker, R/T Plus Shaker, T/A Base, T/A Plus, R/T Scat Pack, T/A 392 Base and SRT Hemi Scat Pack Shaker	195	174

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2018 Dodge Challenger (Continued)

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

MFG CODE		MFG RETAIL	UBS W'SALE
ADE	Cold Weather Package Includes 180-Amp Alternator, Heated Front Seats and Heated Steering Wheel; on SXT Base and R/T Base	\$ 495	\$ 441
AGY	Comfort Audio Group Includes Bright Pedals, 18" Harmon/Kardon Speakers and Harmon/Kardon GreenEdge Amp Radio Equipment; on SRT Demon without Leather Front Seat Group (AC6) also Includes Cloth Performance Passenger's Bucket Seat. On SRT Demon with Leather Front Seat Group (AC6) also Includes Leather Front Seat Group (AC6)	995 2,495	886 2,221
AJV	Convenience Group, Driver's Includes Blind-Spot Alert with Cross Path Detection, Remote Control Engine Start (with Automatic Transmission), HID Headlamps and Dual Heated Power Outside Mirrors with Power Fold; on SXT Base and R/T Base also Includes Garage Door Opener and Rear Parking Assist System and on R/T Shaker Base and T/A Base On SXT Plus, R/T Plus Base, R/T Plus Shaker, T/A Plus, T/A 392 Base and GT, and on R/T Scat Pack and 392 Hemi Scat Pack Shaker without Scat Pack Appearance Package (ASA) On R/T Scat Pack and 392 Hemi Scat Pack Shaker with Scat Appearance Package (ASA)	1,295 1,095 795	1,153 975 708
CAN	Dynamics Package Includes Power Front and Rear Disc Brakes, P275/40ZR-20 Performance Tires and SRT Low-Gloss Black Forged Aluminum Wheels; on R/T Scat Pack Base and 392 Hemi Scat Pack Shaker	2,200	1,958
EZH	Engine, 5.7 Liter V8 MDS Hemi Includes Fuel Saver Technology with 4-Cylinder Mode and Interactive Decel Fuel Shut Off [Requires Automatic Transmission (DFK)]; on R/T Base, R/T Plus Base, R/T Base Shaker, R/T Plus Shaker, T/A Base and T/A Plus	N/C	N/C
ESG	Engine, 6.4 Liter V8 MDS Hemi Includes Fuel Saver Technology with 4-Cylinder Mode and Interactive Decel Fuel Shut Off [Requires Automatic Transmission (DFK)]; on R/T Scat Pack, T/A 392 Base, 392 Hemi Scat Pack Shaker and SRT 392 Base	N/C	N/C
---	Gas Guzzler Tax; on R/T Scat Pack, 392 Hemi, T/A 392 and SRT 392 On SRT Hellcat	1,000 1,700	1,000 1,700
MEH	Graphics Package, Painted Black Satin; on SRT Demon	3,495	3,111
AY1	Harmon/Kardon Audio Group; on SRT Hellcat	1,995	1,776
NHK	Heater, Engine Block	95	85
ALR	Interior Package; on GT	995	886
AC6	Leather Front Seat Group; on SRT Demon	1,595	1,420
AJD	Leather Interior Group Includes Hectic Mesh Interior Accents, Heated and Ventilated Front Seats, Heated Steering Wheel, Leather & Alcantara Surfaced Bucket Seats and Power Tilt & Telescoping Steering Wheel; on R/T Scat Pack Base and T/A 392 Base	1,695	1,509
GWA	Moonroof, Power Glass; on SXT Base, SXT Plus, R/T Base, R/T Plus, R/T Shaker, R/T Plus Shaker, T/A Base, T/T Plus, R/T Scat Pack, T/A 392, 392 Hemi Scat Pack Shaker, GT and SRT 392 On SRT Hellcat On SRT Demon	1,195 1,995 4,995	1,064 1,776 4,446
---	Paint, Billet (PSC), Destroyer Grey (PDN), Go Mango (PVP), Granite Pearl (PAU), Indigo Blue (PBM), Maximum Steel Metallic (PAR), Octane Red Pearl (PRV), Pitch Black (PX8), Torred (PR3), White Knuckle (PW7) or Yellow Jacket (PY4)	N/C	N/C
PRY	Paint, Redline Red Tricoat Pearl (N/A after 08/03/17)	595	530
AWT	Performance Handling Group Includes Black Brake Calipers, Power Performance Front and Rear Disc Brakes, High Speed Engine Controller, P245/45ZR-20 Performance Tires, Performance Pages, Heated and Ventilated Front Seats, High Performance Suspension and Aluminum Wheels; on R/T Base and R/T Plus On R/T Base Shaker, R/T Plus Shaker, T/A Base and T/A Plus	1,690 995	1,504 886
AMA	Premium Sound Group Includes 900-Watt Amplifier, 18-Harman/Kardon Speakers and Harman/Kardon GreenEdge Amp; on SXT Plus, R/T Plus, R/T Plus Shaker, T/A Plus, R/T Scat Pack, T/A 392 and 392 Hemi Scat Pack Shaker and on GT without Interior Package (ALR) on GT with Interior Package (ALR)	1,595 895	1,420 797
ASJ	R/T Classic Package Includes Badging, HID Headlamps, Heated and Ventilated Front Seats, Leather Seat Trim, Heated Steering Wheel, Black Dual Side Stripes and Polished Classic Aluminum Wheels; on R/T Plus	1,995	1,776

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2018 Dodge Challenger (Continued)

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

MFG CODE		MFG RETAIL	UBS W'SALE
UDQ	Radio Equipment, Uconnect 4 Navigation Includes 8.4" Touch Screen Monitor, GPS Navigation System, SiriusXM Traffic & Travel-Link with 5-Years of Service and HD Radio; On SXT Base, R/T Base, R/T Shaker Base and T/A Base	\$ 1,095	\$ 975
	On SXT Plus, R/T Plus, R/T Plus Shaker, T/A Plus, R/T Scat Pack, T/A 392, and 392 Hemi Scat Pack Shaker	795	708
UAQ	Radio Equipment, Uconnect 4C Navigation Includes 8.4" Touch Screen Monitor, GPS Navigation System, SiriusXM Traffic & Travel-Link with 5-Years of Service and HD Radio; On SXT Base, R/T Base, R/T Shaker Base and T/A Base	1,095	975
	On SXT Plus, R/T Plus, R/T Plus Shaker, T/A Plus, R/T Scat Pack, T/A 392, and 392 Hemi Scat Pack Shaker	795	708
RSD	Radio, SiriusXM Satellite Includes 1-Year of Service [Requires Extra Cost Customer Paid Subscription after Initial Complimentary Term]; on SXT Base, R/T Base and T/A Base . . .	195	174
MYW	Roof, Painted Black Satin; on SRT Demon	1,995	1,776
MXS	Roof, Painted Black; on SRT Hellcat	1,500	1,335
ASA	Scat Pack Appearance Group Includes Black Fuel Filler Door, Black Grille, Hectic Mesh Interior Accents, HID Headlamps, Cloth Bucket Performance Seats and Scat Pack Bumble Bee Rear Stripe; on R/T Scat Pack Base and 392 Hemi Scat Pack Shaker without Convenience Group (AJV)	1,395	1,242
	On R/T Scat Pack Base and 392 Hemi Scat Pack Shaker without Convenience Group (AJV)	1,095	975
CGQ	Seat Belts, Red; on SRT 392 Base and SRT Hellcat and SRT Demon	195	174
ATL	Sound Group II Includes 506-Watt Amplifier and 9-Amplified Speakers & Subwoofer [N/A with Premium Sound Group (AMA)] [Requires Interior Package (ALR) on GT]; on SXT Plus, R/T Plus, R/T Plus Shaker, T/A Plus, R/T Scat Pack, T/A 392 Base and 392 Hemi Scat Pack Shaker	895	797
AAX	Sound Group Includes 276-Watt Amplifier and 6-Premium Speakers; on SXT Base, R/T Base, R/T Base Shaker and T/A Base	795	708
ALV	Storage Package; on SRT Demon	475	423
M24	Stripe, Modern Hood; on R/T Base, R/T Plus and R/T Scat Pack Base	495	441
M3-	Stripes, Black Dual Center (M3Z) or Silver Dual Center (M31); on SRT 392 Base	595	530
M28	Stripes, Bodyside; on SXT Base, SXT Plus and GT	395	352
AGL	Super Sport Group Includes 3.07 Axle Ratio, Power Performance Front and Rear Disc Brakes, P245/45R-20 Performance Tires, Trunk-Lid Spoiler, Steering Wheel Gear Shift Paddles and Premium Painted Aluminum Wheels; on SXT Base	1,895	1,687
AWD	Super Track Pak Includes P245/45ZR-20 Performance Tires, Performance Pages, Steering Wheel Gear Shift Paddles, Performance Steering and Sport Suspension; on SXT Base without Blacktop Package also Includes Power Performance Front and Rear Brakes, Rear Park Assist System, Rearview Camera and Color-Keyed Rear Spoiler	1,600	1,424
	On SXT Base with Blacktop Package also Includes Power Performance Front and Rear Brakes, Rear Park Assist System, Rearview Camera and Color-Keyed Rear Spoiler	1,000	890
	On SXT Plus and R/T Plus also Includes 3.07 Axle Ratio	795	708
	On R/T Base also Includes 3.90 Axle Ratio	695	619
ADG	Technology Package Includes Automatic High Beam Headlamp Control, Adaptive Speed Control and Rain Sensing Windshield Wipers; on SXT Plus also Includes Forward Collision Warning System	1,195	1,064
	On R/T Plus, R/T Plus Shaker, T/A Plus, R/T Scat Pack, 392 Hemi Scat Pack, T/A 392 and 392 Hemi Scat Pack Shaker and SRT 392 Base with Transmission (DFK) and on GT	1,195	1,064
	On R/T Plus, R/T Plus Shaker, T/A Plus, R/T Scat Pack, T/A 392, 392 Hemi Scat Pack Shaker and SRT 392 Base without Transmission (DFK)	395	352
TBC	Tire, Limited Use Spare	295	263
TN2	Tires, P275/40ZR-20 Summer High Performance; on R/T Scat Pack, T/A 392 Base, 392 Hemi Scat Pack Shaker, SRT 392 Base and SRT Hellcat,	695	619

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2018 Dodge Challenger (Continued)

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

MFG CODE		MFG RETAIL	UBS W'SALE
DFK	Transmission, 8-Speed Automatic [Requires Engine (EZH) on R/T Base, R/T Plus, R/T Base Shaker, R/T Plus Shaker, T/A Base and T/A Plus or Requires Engine (ESG) on R/T Scat Pack and SRT 392]; on R/T Base, R/T Plus Base, R/T Base Shaker Base, R/T Plus Shaker, T/A Base and T/A Plus and Includes 3.07 Axle Ratio	\$ 1,500	\$ 1,335
	On R/T Scat Pack, T/A 392 Base, 392 Hemi Scat Pack Shaker and SRT 392 Base also Includes Autostick, 3.09 Axle Ratio and Steering Wheel Gear Shift Paddles	1,500	1,335
WSB	Wheels, Brass Monkey SRT Forged Alloy; on SRT 392 Base and SRT Hellcat	995	886
WRT	Wheels, Forged Painted Aluminum; on R/T Base, R/T Plus, R/T Scat Pack and 392 Hemi Scat Pack Shaker	1,095	975

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

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Baltimore 410.792.9070

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2018 Dodge Charger

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)
CHARGER RWD			
LDDS48/29G	Charger SXT Base RWD 4-Door Sedan	\$ 29,590	\$ 29,266
LDDS48/29H	Charger SXT Plus Cloth RWD 4-Door Sedan	31,590	30,993
LDDS48/29J	Charger SXT Plus Leather RWD 4-Door Sedan	34,590	33,663
LDDP48/29N	Charger R/T Base RWD 4-Door Sedan	36,090	35,113
LDDP48/29S	Charger Daytona Base RWD 4-Door Sedan	40,090	38,673
LDDR48/21W	Charger R/T Scat Pack RWD 4-Door Sedan	41,090	39,676
LDDR48/21Y	Charger Daytona 392 RWD 4-Door Sedan	46,090	44,126
LDDX48/23X	Charger SRT 392 RWD 4-Door Sedan	52,240	51,009
LDDT48/23T	Charger SRT Hellcat RWD 4-Door Sedan (Requires Gas Guzzler Tax priced Separately)	67,390	65,100

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.

CHARGER AWD			
LDES48/28H	Charger GT Base AWD 4-Door Sedan	33,590	32,863
LDES48/28J	Charger GT Plus AWD 4-Door Sedan	36,590	35,533

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

MFG CODE		MFG RETAIL	UBS W'SALE
SXT			
29G	SXT Base Includes Standard Equipment (See the UBS Sales Representative for Standard Equipment Contents.); on SXT Base	N/C	N/C
29H	SXT Plus Cloth Includes Standard Equipment (See the UBS Sales Representative for Standard Equipment Contents.); on SXT Plus Cloth	N/C	N/C
29J	SXT Plus Leather Includes Standard Equipment (See the UBS Sales Representative for Standard Equipment Contents.) [Included with SXT Plus Leather Model Price]; on SXT Plus Cloth	\$ 3,000	\$ 2,670
R/T BASE / DAYTONA BASE			
29N	R/T Base Includes Standard Equipment (See the UBS Sales Representative for Standard Equipment Contents.); on R/T Base	N/C	N/C
29S	Daytona Base Includes Standard Equipment (See the UBS Sales Representative for Standard Equipment Contents.) [Included with Daytona Base Model Price]; on R/T Base	4,000	3,560

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2018 Dodge Charger (Continued)

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

MFG CODE		MFG RETAIL	UBS W'SALE
	R/T SCAT PACK / DAYTONA 392		
21W	R/T Scat Pack Includes Standard Equipment (See the UBS Sales Representative for Standard Equipment Contents.); on R/T Scat Pack	N/C	N/C
21Y	Daytona 392 Includes Standard Equipment (See the UBS Sales Representative for Standard Equipment Contents.) [Included with Daytona 392 Model Price]; on R/T Scat Pack	\$ 5,000	\$ 4,450
	GT		
28H	GT Base Includes Standard Equipment (See the UBS Sales Representative for Standard Equipment Contents.); on GT Base	N/C	N/C
28J	GT Plus Includes Standard Equipment (See the UBS Sales Representative for Standard Equipment Contents.) [Included with GT Plus Model Price]; on GT Base	3,000	2,670
	SRT 392		
23X	SRT 392 Includes Standard Equipment (See the UBS Sales Representative for Standard Equipment Contents.); on SRT 392	N/C	N/C
	SRT Hellcat		
23T	SRT Hellcat Includes Standard Equipment (See the UBS Sales Representative for Standard Equipment Contents.) (Requires Gas Guzzler Tax priced separately); on SRT Hellcat	N/C	N/C

FACTORY INSTALLED OPTIONAL EQUIPMENT

MFG CODE		MFG RETAIL	UBS W'SALE
AA5	Beats Audio Group Includes 552-Watt Amplifier, 10-Premium Speakers and Subwoofer (N/A on SXT Base, SXT Plus Cloth, Daytona Base, Daytona 392, GT Plus or SRT); on SXT Base Leather, SXT Plus, R/T Base, R/T Scat Pack and GT Base	\$ 995	\$ 886
ADX	Blacktop Package Includes Performance Rear Spoiler (Requires Plus Group (AAY) or Premium Group (AC9) on R/T Base and Requires Black Interior) (N/A on, R/T Scat Pack, Daytona, GT Plus or SRT); on SXT Base also Includes Dark Brushed II Interior Accents, P245/45R-20 Performance Tires, Sport Suspension, Limited Use Spare Tire and Gloss Black Painted Aluminum Wheels On SXT Plus and R/T Base also Includes Dark Brushed II Interior Accents, P245/45R-20 Performance Tires, Sport Suspension, Limited Use Spare Tire and Gloss Black Painted Aluminum Wheels	1,295	1,153
	On GT Base also Includes Dark Brushed II Interior Accents and Granite Crystal Aluminum Wheels.	995	886
---	Brake Calipers, Black (XS9), Gunmetal Gray (XTM) or Orange (XTU); on SRT Hellcat	995	886
XSP	Brake Calipers, Red; on R/T Scat Pack and Daytona 392	495	441
BR6	Brakes, HD Power Front and Rear Disc; on Daytona Base	195	174
CY6	Car Cover; on Daytona	195	174
CKR	Cargo Net	375	334
AJV	Driver Confidence Group Includes Blind-Spot Alert with Cross Path Detection and Driver's Side Automatic Day/Night Outside Mirror [N/A with Premium Group (AC9)]; on R/T Base without Plus Group (AAY) and on Daytona Base without Technology Group (ADG)	30	27
	On R/T Base with Plus Group (AAY)	1,245	1,108
	On Daytona Base with Technology Group (ADG)	595	530
	On R/T Scat Pack and Daytona 392 without Technology Group (ADG)	750	668
	On R/T Scat Pack and Daytona 392 with Technology Group (ADG)	895	797
	On SXT Plus Cloth and GT Base	550	490
ACN	Dynamics Package Includes Black Brake Calipers, P275/40ZR-20 Tires and Low Gloss Black Forged Aluminum Wheels; on R/T Scat Pack	995	886
AY1	Harmon Kardon Audio Group; on Daytona Base, Daytona 392 and SRT	2,200	1,958
NHK	Heater, Engine Block	1,995	1,776
GWA	Moonroof, Power Glass; on SXT Plus Cloth, R/T Base, R/T Scat Pack, Daytona Base, Daytona 392, GT Base and SRT 392	95	85
	On SRT Hellcat	1,295	1,153
AMN	Navigation & Travel Group Includes GPS Navigation System, SiriusXM Traffic & Travel Link with 5-Years of Service, and Uconnect 4C Navigation; on SXT Plus, R/T Base, Daytona Base, GT Base and GT Plus	1,995	1,776
		995	886

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2018 Dodge Charger (Continued)

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

MFG CODE		MFG RETAIL	UBS W'SALE
---	Paint, Billet Silver Metallic (PSC), Destroyer Grey (PDN), F8 Green (PFQ), Go Mango (PVP), Granite Pearl (PAU), Indigo Blue (PBM), Maximum Steel Metallic (PAR), Octane Red Pearl (PRV), Pitch Black (PX8), Torred (PR3), White Knuckle (PW7) or Yellow Jacket (PY4)	N/C	N/C
AMU	Performance Package Includes Nappa Leather & Alcantara Performance Bucket Seats, Performance Rear Spoiler, Power Tilt & Telescoping Steering Wheel and Painted Wheels with Dark Pockets; on GT Plus	\$ 595	\$ 530
AA5	Plus Group Includes Alarm System, Bi-HID Headlamps, LED Footwell & Front Overhead Lights, Rear Cup Holder Lights, Memory for Outside Mirrors, Radio and Driver's Seat, Driver's Side Automatic Day/Night Outside Mirror, Dual Heated Power Outside Mirrors with Manual Fold & Tilt-Down, Dual 8-Way Power Seat Adjusters with Power Lumbar, Heated Rear Seats, Ventilated Front Seats, Heated Steering Wheel, Power Tilt & Telescoping Steering Wheel and Granite Crystal Aluminum Wheels (WHB) [N/A Premium Group (AC9)]; on R/T Base	2,395	2,132
AC9	Premium Group Includes Alarm System, Beats Audio Group (AA5), Blind-Spot Alert with Cross Path Detection, Advanced Brake Assist, Full Speed Forward Collision Warning System Plus, Adaptive Plus Cruise Control with Full Stop, Automatic High Beams Headlamp Control, Bi-HID Headlamps, Lane Departure Warning System Plus, LED Footwell & Front Overhead Lights, Rear Cup Holder Lights, Memory for Outside Mirrors, Radio and Driver's Seat, Driver's Side Automatic Day/Night Outside Mirror, Dual Heated Power Outside Mirrors with Manual Fold & Tilt-Down, GPS Navigation System, P245/45R-20 Performance Tires, SiriusXM Traffic & Travel Link with 5-Years of Service, Uconnect 4C Navigation, Dual 8-Way Power Seat Adjusters with Power Lumbar, Heated Rear Seats, Ventilated Front Seats, Heated Steering Wheel, Power Tilt & Telescoping Steering Wheel, Limited Use Spare Tire and Granite Crystal Aluminum Wheels (WHB) [N/A with Driver Confidence Group (AJV)]; on R/T Base	5,995	5,336
UAQ	Radio, Uconnect4 Navigation (Standard on SRT); on R/T Scat Pack and Daytona 392	845	752
MXS	Roof, Black; on SXT Base, SXT Plus Leather, R/T Base, R/T Scat Pack, GT Plus and SRT	1,500	1,335
CGQ	Seat Belts, Red; on SRT	195	174
HT--	Seats, Houndstooth Cloth Bucket; on SXT Plus Cloth, R/T Base and GT Base	95	85
GQ -	Seats, Nappa Leather & Alcantara Performance Bucket; on R/T Scat Pack	1,695	1,509
M96	Stripes, Dual Carbon [N/A with Black Roof (MXS)]; on SRT Hellcat	995	886
M96	Stripes, Dual Gunmetal Center; on SRT Hellcat	995	886
AWX	Sun & Sound Group Includes Beats Audio Group (AA5) and Power Glass Moonroof; on SXT Plus Leather and GT Plus	1,995	1,776
AWD	Super Track Pak Includes Projector LED Front Fog Lights, Hood Scoop, P245/45R-20 Performance Tires, Performance Pages & Performance Suspension [N/A with Blacktop Package (ADX)] (Standard on Daytona Base); on R/T Base	1,072	1,205
ADG	Technology Group Includes Advanced Brake Assist, Full Speed Forward Collision Warning System Plus, Adaptive Plus Cruise Control with Full Stop, Automatic High Beams Headlamp Control, Lane Departure Warning System with Lane Keep Assist, Power Tilt & Telescoping Steering Wheel and Rain-Sensing Windshield Wipers [Requires Driver Confidence Group (AJV) on R/T Scat Pack, Daytona Base and Daytona 392]; on SXT Plus Leather, GT Plus and SRT 392	1,595	1,420
	On R/T Scat Pack also Includes Blind-Spot Alert with Cross Path Detection and Dual Heated Power Outside Mirrors with Manual Fold & Tilt-Down	1,695	1,507
	On Daytona Base and Daytona 392 also Includes Blind-Spot Alert with Cross Path Detection	1,495	1,331
TBC	Tire, Limited Use Spare (Standard on SXT and GT Base); on R/T Base and Daytona Base	595	530
TVH	Tires, P245/45ZR-20 Three Season High Performance [Requires Super Track Pak (AWD) on R/T Base]; on R/T Base, R/T Scat Pack and Daytona Base	395	352
TN2	Tires, P275/40ZR-20 Three Season [Require Dynamics Package (ACN) on R/T Scat Pack]; on R/T Scat Pack, Daytona 392 and SRT	595	530
WSB	Wheels, Brass Monkey SRT Forged Alloy; on SRT	995	886
WRT	Wheels, Forged Painted Aluminum [N/A with Blacktop Package (ADZ)]; on R/T Base and R/T Scat Pack	995	886
WHB	Wheels, Granite Crystal Aluminum [Included with Plus Group (AA5) and Premium Group (AC9)]; on R/T Base	695	619
WSE	Wheels, SRT Nano Steel Aluminum; on SRT Hellcat	995	886

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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.

Washington 301.657.1920
Baltimore 410.792.9070
ubs4cars.com

2018 Dodge Durango

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
DURANGO RWD			
WDDL75/2-A	Durango SXT Base RWD 4-Door Sport Utility with Option Package (2-A)	\$ 31,090	\$ 31,071
WDDL75/2-B	Durango SXT Plus RWD 4-Door Sport Utility with Option Package (2-B)	33,590	33,296
WDDH75/2-E	Durango GT RWD 4-Door Sport Utility with Option Package (2-E)	38,890	37,726
WDDP75/2-J	Durango Citadel Base RWD 4-Door Sport Utility with Option Package (2-J)	43,240	41,770
WDDP75/2-P	Durango Citadel Anodized Platinum RWD 4-Door Sport Utility with Option Pkge (2-P)	47,235	45,326
WDDS75/2-S	Durango R/T RWD 4-Door Sport Utility with Option Package (2-S)	44,790	43,213

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.

DURANGO AWD			
WDEL75/2-A	Durango SXT Base AWD 4-Door Sport Utility with Option Package (2-A)	33,690	33,671
WDEL75/2-B	Durango SXT Plus AWD 4-Door Sport Utility with Option Package (2-B)	36,190	35,896
WDEH75/2-E	Durango GT AWD 4-Door Sport Utility with Option Package (2-E)	41,490	40,274
WDEP75/2-J	Durango Citadel Base AWD 4-Door Sport Utility with Option Package (2-J)	45,840	44,318
WDEP75/2-P	Durango Citadel Anodized Platinum AWD 4-Door Sport Utility with Option Pkge (2-P)	49,835	47,874
WDES75/2-S	Durango R/T AWD 4-Door Sport Utility with Option Package (2-S)	47,390	45,761
WDES75/2-L	Durango SRT AWD 4-Door Sport Utility with Option Package (2-L)	64,090	62,457

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

MFG CODE		MFG RETAIL	UBS W'SALE
SXT			
2-A	SXT Base Includes Standard Equipment (See the UBS Sales Representative for Standard Equipment Contents.)	N/C	N/C
2-B	SXT Plus Includes Standard Equipment (See the UBS Sales Representative for Standard Equipment Contents.) (Included with SXT Plus Model Price); on SXT Base	\$ 2,225	\$ 2,500
GT			
2-E	GT Base Includes Standard Equipment (See the UBS Sales Representative for Standard Equipment Contents.)	N/C	N/C

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2018 Dodge Durango (Continued)

OPTION PACKAGES (Deletion of any package item eliminates package pricing. Pricing Includes packages discounts where applicable)

MFG CODE		MFG RETAIL	UBS W'SALE
	CITADEL		
2-J	Citadel Base Includes Standard Equipment (See the UBS Sales Representative for Standard Equipment Contents.)	N/C	N/C
2-P	Citadel Anodized Platinum Includes Standard Equipment (See the UBS Sales Representative for Standard Equipment Contents.) (Included with Citadel Anodized Platinum Model Price); on Citadel Base	\$ 3,556	\$ 3,995
	R/T		
2-J	R/T Includes Standard Equipment (See the UBS Sales Representative for Standard Equipment Contents.) .	N/C	N/C
	SRT		
2-L	SRT 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
AEP	Anodized Platinum Package Includes Platinum Grille, Bodycolor Wheel Lip Moldings, P265/50R-20 Low Rolling Resistance Tires, Black Roof Rails and Satin Carbon Finish Wheels [N/A with Appearance Group (AEE), Popular Equipment Group (AJY) or Mopar Running Board Package (AZM)]; on SXT Plus	\$ 995	\$ 886
AXF	Appearance Group, Interior; on SRT	1,500	1,335
VISIT US AT UBS4CARS.COM.			
AEE	Appearance Group, Mopar Chrome Includes Mopar Front and Rear Door Entry Guards, Mopar Bright Pedal Kit and Mopar Chrome Tubular Side Steps [N/A with Anodized Platinum Package (AEP), Blacktop Package (ADX) or Mopar Running Board Package (AZM)] (N/A on SXT Base, Citadel Anodized Platinum or R/T); on SXT Plus also Includes Mopar Chrome Exhaust System and Mopar Chrome Mirror Covers	925	823
	On Citadel Base	825	734
ADX	Blacktop Package [N/A with Anodized Platinum Package (AEP), Brass Monkey Package (AXM), Mopar Chrome Appearance Group (AEE) or Mopar Running Board Package (AZM)] [Requires 3 rd Row Seating Group (AMM)]; on SXT Plus	995	886
	On GT and R/T	695	619
AXM	Brass Monkey Appearance Package [N/A with Blacktop Package (ADX)] (N/A on SXT, Citadel or SRT); on GT and R/T	695	619
AZ2	Cargo Plus Group; on R/T and SRT	395	352
RH1	CD Player, Single Disc Remote [N/A with Rear DVD Entertainment System (AEK) or Premium Entertainment Group (AT3)] (N/A on SXT Base)	495	441
REMEMBER TO ASK ABOUT INCENTIVES.			
CVR	Console, 2nd Row with Armrest and Storage [Requires Flat Folding Center Captain's Chairs Seats (CFU)] (N/A on SXT); on GT, Citadel, R/T and SRT	495	441
EZH	Engine, 5.7 Liter V8 (N/A on SXT, GT or SRT) (Standard on R/T); on Citadel Base and Citadel Anodized Platinum	3,995	3,556
AEK	Entertainment System, Rear DVD Includes Blu-Ray Rear Seat Entertainment System, Dual Monitors, Single-Disc Remote CD Player (RH1), 8-Way Power Driver's Seat Adjuster with Memory, 8-Way Power Passenger's Seat Adjuster and Rear Seat Video System [Requires Premium Group (AAC) on GT] (N/A on SXT or Citadel); on GT, R/T and SRT. .	1,995	1,776
NHK	Heater, Engine Block	95	85
MC9	Hood, Performance [Requires Blacktop Package (ADX) or Brass Monkey Appearance Package (AXM)]; on GT	995	886
JEK	Instrument Panel Bezel [Requires Seats (CFU)]; on R/T	995	886
---	Paint, Billet Metallic (PSC), DB Black Crystal Pearl (PXJ), Granite Metallic (PAU) or White Knuckle (PW7)	N/C	N/C
PBU	Paint, Blu By You Pearl (N/A on Citadel, R/T or SRT); on SXT and GT	N/C	N/C
PSQ	Paint, Bruiser Gray (N/A on R/T); on SXT, Citadel, GT and SRT	N/C	N/C
PRV	Paint, Octane Red Pearl (N/A on SRT); on SXT, GT, Citadel and R/T	N/C	N/C
PRM	Paint, Redline 2 Coat Pearl (N/A on SXT, Citadel or SRT); on GT and R/T	N/C	N/C
PWD	Paint, Vice White Tri-Coat Pearl (N/A on SRT); on SXT, Citadel, GT and R/T	595	530

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2018 Dodge Durango (Continued)

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

MFG CODE		MFG RETAIL	UBS W'SALE
AJY	Popular Equipment Group Includes Power Liftgate Release, Automatic Day/Night Inside Rearview Mirror, Heated Front Seats and Heated Steering Wheel (N/A on SXT Base, GT, Citadel, R/T or SRT); on SXT Plus	\$ 1,645	\$ 1,464
AT3	Premium Entertainment Group Includes Blu-Ray Rear Seat Entertainment System, Beats Premium Audio Radio System and Rear Seat Video System [N/A with Single Disc Remote CD Player (RH1)] (N/A on SXT, GT, R/T or SRT); on Citadel	2,490	2,216
AAC	Premium Group Includes Navigation & Power Liftgate Group (ANA), 506 Watt Amplifier, Beats Premium Audio Radio System, Roof Rail Crossbars, Black Roof Rails (MWE) and Power Sunroof (GWA) (N/A on SXT, Citadel, R/T or SRT); on GT	2,395	2,132
MWE	Roof Rails, Black [Included with and Requires Premium Group (AAC) on GT] (N/A on SXT or Citadel); on R/T and SRT	395	352
AZM	Running Board Package, Mopar Includes Mopar Front and Rear Door Entry Guards, Mopar Bright Pedal Kit and Mopar Running Boards [N/A with Anodized Platinum Package (AEP), Blacktop Package (ADX) or Mopar Chrome Appearance Group (AEE)] (N/A on SXT Base, GT, Citadel Anodized Platinum, R/T or SRT); on SXT Plus and Citadel Base	995	886
AWC	Safety/Security & Convenience Group Includes Blind-Spot Alert with Cross Path Detection, Cargo Cover, Automatic High Beams Headlamp Control, HID Headlamps with Automatic Leveling, Power Tilt & Telescoping Steering Wheel and Rain Sensing Windshield Wipers (N/A on SXT, Citadel, R/T or SRT); on GT	1,495	1,331
<div style="border: 2px solid black; padding: 5px; text-align: center;"> BALTIMORE: 410-792-9070 WASHINGTON: 301-657-1920 </div>			
AMM	Seating Group, 3 rd Row Includes Split Folding Center and Third Row Seats (N/A on GT, Citadel, R/T or SRT); on SXT	995	886
CFU	Seats, Flat Folding Center Captain's Chairs [Requires 3 rd Row Seating Group (AMM) on SXT Plus] (N/A on SXT Base) (Standard on Citadel Anodized Platinum and SRT); on SXT Plus, GT, Citadel Base and R/T	995	886
CL	Seats, Leather Surfacd Bucket; on GT	395	352
GWA	Sunroof, Power [Included with and Requires Premium Group (AAC) on GT] (N/A on SXT Base) (Standard on Citadel); on SXT Plus, R/T and SRT	1,195	1,064
ADG	Technology Group Includes Blind-Spot Alert with Cross Path Detection, Advanced Brake Assist, Full Speed Forward Collision Warning System Plus, Adaptive Cruise Control with Stop and Lane Departure Warning System and Rain Sensing Windshield Wipers (N/A on SXT); on GT without Safety/Security & Convenience Group (AWC)	2,595	2,310
	On GT with Safety/Security & Convenience Group (AWC)	2,195	1,954
	On Citadel, R/T and SRT	2,495	2,221
TBC	Tire, Limited Use Spare; on SRT	395	352
TKY	Tires, P265/50R-20; on GT and R/T	395	352
TWC	Tires, P295/45ZR-20 3-Season; on SRT	595	530
AHX	Trailer Tow Group IV; on SXT, GT, Citadel RWD, R/T and SRT	995	886
WPF	Wheels, Multi-Spoke Lo-Gloss Black; on SRT	595	530

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

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Washington 301.657.1920

Baltimore 410.792.9070

ubs4cars.com

2018 Dodge Grand Caravan

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)
RTKH53/2-S	Grand Caravan SE Base FWD 4-Door Passenger Van with Option Package (2-S)	\$ 27,090	\$ 26,935
RTKH53/2-H	Grand Caravan SE Plus FWD 4-Door Passenger Van with Option Package (2-H)	29,855	29,396
RTKM53/2-P	Grand Caravan SXT Base FWD 4-Door Passenger Van with Option Package (2-P)	32,590	31,531
RTKN53/2-N	Grand Caravan GT FWD 4-Door Passenger Van with Option Package (2-N)	TBA	TBA

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

MFG CODE		MFG RETAIL	UBS W'SALE
	SE		
2-S	SE Base Includes Standard Equipment (See the UBS Sales Representative for Standard Equipment Contents.)	N/C	N/C
2-H	SE Plus Includes Standard Equipment (See the UBS Sales Representative for Standard Equipment Contents.) (Included with SE Plus Model Price); on SE Base	\$ 2,765	\$ 2,461
	SXT		
2-P	SXT Includes Standard Equipment (See the UBS Sales Representative for Standard Equipment Contents.)	N/C	N/C
	GT		
2-N	GT Includes Standard Equipment (See the UBS Sales Representative for Standard Equipment Contents.)	N/C	N/C

DO YOU HAVE A UBS PURCHASE CERTIFICATE?

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

MFG CODE		MFG RETAIL	UBS W'SALE
ADZ	Blacktop Package Includes Gloss Black Grille, Black Interior Accents and Aluminum Wheels (N/A on SE Base or GT) (Standard on SE Plus); on SXT also Includes Fog Lights, Leather-Wrapped Shift Knob and Leather-Wrapped Steering Wheel	\$ 595	\$ 530
AJV	Driver's Convenience Group Includes Tri-Zone Automatic Air Conditioning, Garage Door Opener, Ambient Interior Lighting, Cup Holder & Front Door Storage Lights, Dual Illuminated Visor Vanity Mirrors, Heated Front Seats, Heated Steering Wheel, Overhead Storage Bins, Left Hand Manual Center Sun Shade (GF4) and Right Hand Manual Center Sun Shade (GF5) (N/A on SE) (Standard on GT); on SXT	995	886

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2018 Dodge Grand Caravan (Continued)

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

MFG CODE		MFG RETAIL	UBS W'SALE
AT4	Entertainment System, DVD Includes Center Overhead DVD Console, HD Multi-Media Interface, Remote Control, USB Charging Port and Wireless Headphones, Touch Screen Monitor, 115 Volt Power Outlet, Rearview Camera, 40 GB Hard Drive with 28 GB Available and AM/FM Stereo Radio with CD/DVD/HDD & MP3; on SE and SXT Also Includes SiriusXM Radio and Uconnect 430 Radio Equipment	\$ 995	\$ 886
	On GT	1,395	1,242
NHK	Heater, Engine Block	95	85
VISIT US AT UBS4CARS.COM.			
---	Paint, Billet (PSC), Black Onyx Crystal Pearl (PXR), Granite Pearl (PAU), Octane Red Pearl (PRV) or White Knuckle (PW7)	N/C	N/C
AHS	Premium Edition Group, Mopar Includes Mopar Door Sill Guards, Mopar Floor Mats and Mopar Splash Guards [Requires 2-Stow-N-Go Center Bucket Seats (CYC)]	350	312
RHB	Radio Equipment, Uconnect 430N Includes Touch Screen, Garmin Navigation System, Rearview Camera, 40 GB Hard Drive with 28 GB Available, SiriusXM Radio Feature with SiriusXM Travel Link with 5-Years of Service and AM/FM Stereo Radio with CD/DVD/HDD & MP3 [Requires Entertainment System (AT4) on GT] (N/A on SE Base); On SE Plus and SXT	995	886
	On GT	N/C	N/C
MW1	Roof Rails with Crossbars, Black (N/A on SE or SXT); on GT	395	352
MRL	Running Boards, Mopar Color-Keyed	720	641
AJ1	Safety Sphere Group Includes Parksense Rear Park Assist System, Blind-Spot Monitoring and Rear Cross Path Detection System (N/A on SE or SXT); on GT	1,495	1,331
JPR	Seat Adjuster, 8-Way Power Driver's (N/A on SE Base, SXT or GT); on SE Plus	200	178
CYC	Seats, Two Stow-N-Go Center Bucket [Standard on SXT and GT]; on SE	995	886
GF4	Sun Shade, Left Hand Manual Center [Included with Driver's Convenience Group (AJV)] (N/A on SE) (Standard on GT); on SXT	100	89
GF5	Sun Shade, Right Hand Manual Center [Included with Driver's Convenience Group (AJV)] (N/A on SE) (Standard on GT); on SXT	N/C	N/C
AAJ	Uconnect Hands-Free Group Includes Bluetooth Wireless Connectivity, Uconnect Communication System with Voice Control, Automatic Day/Night Inside Rearview Mirror, with Microphone, Bluetooth Streaming Audio, Remote USB Port, SiriusXM Feature, Leather-Wrapped Shift Knob and Leather-Wrapped Steering Wheel (Standard on SE Plus, SXT and GT); on SE Base without Entertainment System (AT4)	690	614
	On SE Base with Entertainment System (AT4)	540	481

Understanding the difference

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

For additional savings, manufacturer rebates and incentive 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

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

2018 Dodge Journey

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)
JOURNEY FWD			
JCDH49/2-F	Journey SE FWD 4-Door Sport Wagon with Option Package (2-F)	\$ 23,590	\$ 23,534
JCDE49/2-E	Journey SXT FWD 4-Door Sport Wagon with Option Package (2-E)	26,790	26,128
JCDR49/2-V	Journey Crossroad Base FWD 4-Door Sport Wagon with Option Package (2-V)	28,990	28,174
JCDX49/2-P	Journey GT FWD 4-Door Sport Wagon with Option Package (2-P)	33,590	32,452
<div style="border: 1px solid black; padding: 5px;"> <p>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 <u>rebates</u> from the manufacturer to the customer. Also, <u>incentives</u> from the manufacturer to the dealer will be offered when available by the UBS dealer representative to the UBS customer to further <u>lower your cost</u> at the time of delivery.</p> </div>			
JOURNEY AWD			
JCEH49/2-F	Journey SE AWD 4-Door Sport Wagon with Option Package (2-F)	27,990	27,701
JCEE49/2-E	Journey SXT AWD 4-Door Sport Wagon with Option Package (2-E)	30,290	29,383
JCER49/2-V	Journey Crossroad Base AWD 4-Door Sport Wagon with Option Package (2-V)	32,490	31,429
JCEX49/2-P	Journey GT AWD 4-Door Sport Wagon with Option Package (2-P)	35,490	34,219

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

MFG CODE		MFG RETAIL	UBS W'SALE
SE			
2-F	SE Includes Standard Equipment (See the UBS Sales Representative for Standard Equipment Contents.) .	N/C	N/C
SXT			
2-E	SXT Includes Standard Equipment (See the UBS Sales Representative for Standard Equipment Contents.)	N/C	N/C
CROSSROAD			
2-V	Crossroad Base Includes Standard Equipment (See the UBS Sales Representative for Standard Equipment Contents.)	N/C	N/C
GT			
2-P	GT Includes Standard Equipment (See the UBS Sales Representative for Standard Equipment Contents.) .	N/C	N/C

HAVE YOU CALLED UBS?

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2018 Dodge Journey (Continued)

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

MFG CODE		MFG RETAIL	UBS W/SALE
AFE	Accent Package, Mopar Chrome Includes Mopar Chrome Exhaust Tip, Mopar Chrome Fuel Filler Door, Mopar Chrome Outside Mirrors and Mopar Chrome Bodyside Moldings [N/A with Blacktop Package (ADX) on SE FWD or with 3.6 Liter V6 Engine (ERB) on SXT FWD and Crossroad FWD]; on SE FWD, SXT FWD and Crossroad FWD	\$ 685	\$ 610
AD9	All Weather Group, Mopar Includes Mopar Tray, Mopar Door Sill Guards, Mopar Front and Rear Slush Floor Mats and Mopar Front and Rear Splash Guards	350	312
AEE	Appearance Group, Mopar Chrome; on SE AWD, SXT AWD, Crossroad AWD and GT	685	610
ADX	Blacktop Package Includes Gloss Black Grille and Black Headlamp Bezels [N/A with Chrome Appearance Group (AED) or Painted Machined Cast Aluminum Wheels (WPX)] (N/A Crossroad); on SE and GT	395	352
	On SXT	1,095	975
AED	Chrome Appearance Group Includes Bright Door Handles, Bright Side Roof Rails and 19" Chrome Clad Aluminum Wheels (N/A on SE, Crossroad or GT); on SXT	1,195	1,064
AAJ	Connectivity Group (N/A on Crossroad or GT); on SE and SXT without Blacktop Package (ADX)	795	708
	On SE with Blacktop Package	600	534
	On SXT with Blacktop Package	400	356
AJV	Driver Convenience Group, Includes Universal Garage Door Opener, ParkSense Rear Park Assist and ParkView Rear Backup Camera (N/A on SE or SXT); on Crossroad and GT . .	695	619
ERB	Engine, 3.6 Liter V6 [Requires 6-Speed Automatic Transmission (DG2)] (N/A on SE) (Standard on SXT AWD, Crossroad AWD and GT); on SXT FWD and Crossroad FWD . .	1,700	1,513
AFD	Family Entertainment Group (N/A on SE or SXT); on Crossroad and GT	1,345	1,197
NHK	Heater, Engine Block	95	85
GWG	Moonroof, Power Glass [Included with Navigation & Sun Group (AWG)] (N/A on SE, SXT or Crossroad); on GT	1,195	1,064
AS4	Navigation & Back-Up Camera Group Includes Three-Zone Automatic Temperature Control Air Conditioning, Universal Garage Door Opener, Radio 8.4 NAV, ParkSense Rear Park Assist and ParkView Rear Backup Camera (N/A on SE or SXT); on Crossroad and GT . .	1,295	1,153
AWG	Navigation & Sun Group (N/A on SE or SXT); on Crossroad and GT	1,845	1,642
---	Paint, Billet Metallic (PSC), Blood Orange (PF2), Bruiser Gray (PSQ), Contusion Blue Pearl (PBX), Pitch Black (PX8), Redline 2 Coat Pearl (PRM), Verde Oliva (PFP) or Vice White (PW3)	N/C	N/C
PWH	Paint, White Noise Tri-Coat	500	445
ALW	Popular Equipment Group (N/A on SXT or GT); on SE Includes Overhead Console, Leather-Wrapped Steering Wheel, Leather-Wrapped Shift Knob, Dual Illuminated Visor Vanity Mirrors, Passenger Assist Handles and Interior Observation Mirror	995	886
	On Crossroad Includes Security Alarm, Remote Start, Universal Garage Door Opener, Heated Front Seats and Heated Steering Wheel	1,350	1,202
ANF	Premium Group Includes Front-Passenger Forward Fold-Flat Seat, Power 4-Way Lumbar Adjuster, Passenger In-Seat Cushion Storage, Leather-Wrapped Shift Knob, Interior Observation Mirror, Leather-Wrapped Steering Wheel, Premium Cloth Seats, Security Alarm, 6-Way Power Driver's Seat, SiriusXM Radio and Radio 4.3 (N/A on SE, Crossroad or GT); on SXT	1,095	975
AMA	Premium Sound Group Includes Universal Garage Door Opener and Six Premium Speakers with Subwoofer (N/A on SE, SXT or R/T); on Crossroad	395	352
AMW	Radio Group, Uconnect 8.4 Touch Screen (N/A on SE, Crossroad or GT); on SXT without Premium Group (ANF)	895	797
	on SXT with Premium Group (ANF)	795	708
MW1	Roof Rails, Black; on GT	249	222
CFL	Seats, 2-Integrated Child Booster [Requires Flexible Seating Group (AJV) on SE]	265	236
HL	Seats, Leather Surfaced Bucket; on Crossroad	995	886
AHT	Trailer Tow Prep Group (N/A on SE, SXT or Crossroad); on GT	145	129
DG2	Transmission, 6-Speed Automatic with AutoStick [Requires 3.6 Liter V6 engine (ERB)] (N/A on SE) (Standard on SXT AWD, Crossroad AWD and GT); on SXT FWD and Crossroad FWD	N/C	N/C
WFJ	Wheels, 17" Aluminum (N/A on SXT, Crossroad or GT); on SE	795	708
WPX	Wheels, 19" Painted Aluminum (N/A on SE, Crossroad or GT); on SXT	950	846

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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.



United Buying Service

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 ■ **410.792.9070** ■ **ubs4cars.com**

Washington Area

Baltimore Area

Visit us on the Web

2018 FORD

How to use the United Buying Service Price Book:

1. Offer the member or employee access to the **2017 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 2017 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

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2018 Ford C-MAX

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)
C-MAX HYBRID			
P5A/200A	C-MAX Hybrid SE FWD 4-Door Wagon with Option Package (200A)	\$ 24,995	\$ 23,985
P5D/300A	C-MAX Hybrid Titanium FWD 4-Door Wagon with Option Package (300A)	28,050	26,902

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

MFG CODE	SE	MFG RETAIL	UBS W'SALE
200A	Includes Standard Equipment (See the UBS Sales Representative for Standard Equipment Contents.) . . .	N/C	N/C
201A	Includes SYNC Communication & Entertainment System with Enhanced Voice Recognition, AppLink, 911 Assist, 2-Smart Charging USB Ports & 8" LCD Touch Screen with Swiping Capability, Power Liftgate, Reverse Sensing System and Apple CarPlay & Android Auto Smartphone Interface	\$ 1,315	\$ 1,249
202A	Includes Approach Lights, Dual Heated Power Outside Mirrors with Manual Fold & Turn Signals, 10-Way Power Passenger's Seat Adjuster, Heated Front Seats and Leather Surfaed Bucket Seats	1,600	1,520

DO YOU HAVE A UBS PURCHASE CERTIFICATE?

TITANIUM			
300A	Includes Standard Equipment (See the UBS Sales Representative for Standard Equipment Contents.) . . .	N/C	N/C
301A	Includes Blind-Spot Information System with Cross Traffic Alert, Forward Sensing System, Hands-Free Liftgate, Power Liftgate Release and Active Park Assist	1,715	1,629

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

MFG CODE		MFG RETAIL	UBS W'SALE
96C	Cargo Management Package Includes Cargo Organizer and Cargo Net (Dealer Installed) . .	\$ 115	\$ 109
47W	Cold Weather Package Includes Approach Lights, Dual Heated Outside Mirrors and Heated Front Seats [N/A with Option Package (202A)] (N/A on Titanium); on SE	295	280
90A	Entry System, Driver's Keypad (N/A on Titanium); on SE	95	90
43P	Moonroof, Fixed Glass Vista Panorama	1,315	1,249
583	Navigation System, Voice Activated with Pinch-to-Zoom Capability & SiriusXM Traffic & Travel Link with 5-Years of Service [Requires Option Package (201A) on SE]	795	755

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2018 Ford C-MAX (Continued)

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

MFG CODE		MFG RETAIL	UBS W'SALE
---	Paint, Blue Metallic (FT), Ingot Silver Metallic (UX), Magnetic Metallic (J7), Oxford White (YZ), Shadow Black (G1) and White Gold Metallic (GN)	N/C	N/C
EA	Paint, Hot Pepper Red Metallic	\$ 395	\$ 375
VISIT US AT UBS4CARS.COM.			
UG	Paint, White Platinum Metallic Tricoat	595	565
90C	Protection Package, Exterior Includes Rear Bumper Protector and Front and Rear Splash Guards	245	232
47P	Protection Package, Interior Includes Cargo Area Protector and All-Weather Front and Rear Floor Mats	175	166
76F	Scuff Plates, Stainless Steel	95	90

Understanding the difference

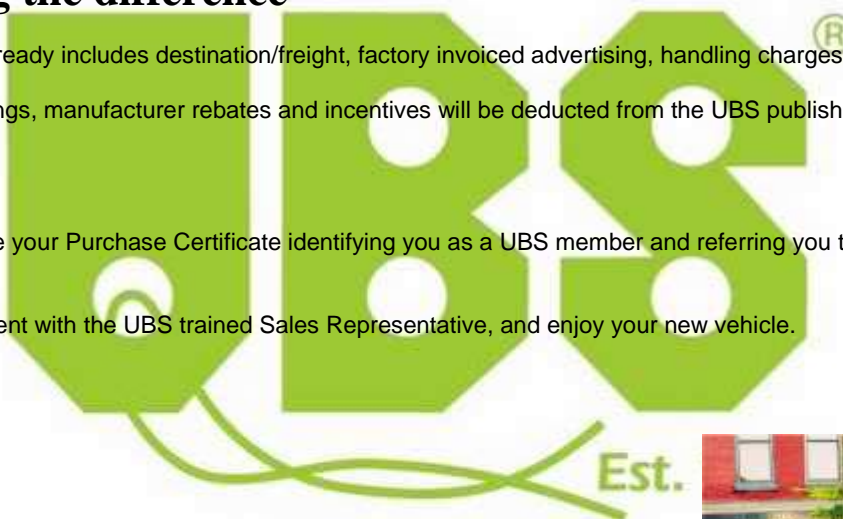
UBS Base Price already includes destination/freight, factory invoiced advertising, handling charges and fuel.

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What to do

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2018 Ford EcoSport

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)
ECOSPORT FRONT-WHEEL DRIVE			
P1R/100A	EcoSport S FWD 4-Door Sport Utility with Option Package (100A)	\$ 20,990	\$ 20,565
P1T/200A	EcoSport SE FWD 4-Door Sport Utility with Option Package (200A)	23,900	23,402
P1V/400A	EcoSport Titanium FWD 4-Door Sport Utility with Option Package (400A)	26,735	26,166

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ECOSPORT FOUR-WHEEL DRIVE			
P1S/100A	EcoSport S 4WD 4-Door Sport Utility with Option Package (100A)	22,490	22,028
P1U/200A	EcoSport SE 4WD 4-Door Sport Utility with Option Package (200A)	25,400	24,865
P1C/300A	EcoSport SES 4WD 4-Door Sport Utility with Option Package (300A)	27,735	27,141
P1W/400A	EcoSport Titanium 4WD 4-Door Sport Utility with Option Package (400A)	28,235	27,628

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

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

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2018 Ford EcoSport (Continued)

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

MFG CODE		MFG RETAIL	UBS W'SALE
503	Cargo Management Package Includes Cargo Net and Cargo Organizer (Dealer Installed) . .	\$ 110	\$ 104
475	Cold Weather Package Includes Front and Rear Floor Liners, Heated Steering Wheel and Windshield Wiper De-Icer [N/A with Interior Protection Package (502)] (N/A on S); on SE and SES Also Includes Dual Heated Power Outside Mirrors with Manual Fold	395	375
	On Titanium	340	322
47B	Convenience Package Includes Blind-Spot Information System with Cross Traffic Alert, SYNC 3 with Enhanced Voice Recognition, App Link, 911 Assist, Apple CarPlay & Android Auto, 2-Smart Charging USB Ports and 8" LCD Touch Screen Communication & Entertainment System with Swiping & Pinch-to-Zoom Capabilities, SYNC Connect Communication System, Ambient Lighting, Voice Activated Navigation system with Touch Screen & Pinch-to-Zoom Capability, 110/150W Power Outlet, 7-Speakers and SiriusXM Traffic & Travel Link with 5-Years of Service (Pricing Includes Package Discount) (N/A on S, SES or Titanium); on SE	1,295	1,230
DO YOU HAVE A UBS PURCHASE CERTIFICATE?			
62R	Engine Start, Remote Control (Dealer Installed)	495	470
59K	Entry System, Driver's Keypad (Dealer Installed)	110	104
502	Interior Protection Package Includes Cargo Mat and Front and Rear Floor Liners [N/A with Cold Weather Package (475)] (N/A on S); on SE, SES and Titanium	195	185
Z9	Paint, Blue Candy Metallic Tinted (N/A on S or SES); on SE and Titanium	395	375
---	Paint, Diamond White Metallic (ZA), Lightning Blue Metallic (N6), Moondust Silver Metallic (TY), Shadow Black Metallic (G1) or Smoke Metallic (EE)	N/C	N/C
PQ	Paint, Race Red Metallic (Late Availability) (N/A on SES); on S, SE and Titanium	N/C	N/C
RR	Paint, Ruby Red Metallic Tinted (N/A on S)	395	375
UG	Paint, White Platinum Metallic Tricoat (N/A on S)	595	565
51A	Spare Tire Carrier, Swing Gate Mounted (N/A on SE, SES or Titanium); on S	185	176
96F	Splash Guards, Front and Rear (Dealer Installed)	200	190
646	Wheels, Painted Machined Aluminum Includes P205/50R-17 Tires (Late Availability) (N/A on S); on SE, SES and Titanium	470	447

Understanding the difference

Est. 1967

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

For additional savings, manufacturer rebates and incentive 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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2018 Ford Edge

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)
EDGE FRONT-WHEEL DRIVE			
K3G/100A	Edge SE FWD 4-Door Sport Utility with Option Package (100A)	\$ 30,215	\$ 29,268
K3J/200A	Edge SEL FWD 4-Door Sport Utility with Option Package (200A)	32,950	31,588
K3K/300A	Edge Titanium FWD 4-Door Sport Utility with Option Package (300A)	36,925	35,383
<div style="border: 1px solid black; padding: 5px;"> <p>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 <u>rebates</u> from the manufacturer to the customer. <u>Also, incentives</u> from the manufacturer to the dealer will be offered when available by the UBS dealer representative to the UBS customer to further <u>lower your cost</u> at the time of delivery.</p> </div>			
EDGE ALL-WHEEL DRIVE			
K4G/100A	Edge SE AWD 4-Door Sport Utility with Option Package (100A)	32,210	31,192
K4J/200A	Edge SEL AWD 4-Door Sport Utility with Option Package (200A)	34,945	33,493
K4K/300A	Edge Titanium AWD 4-Door Sport Utility with Option Package (300A)	38,920	37,288
K4A/400A	Edge Sport AWD 4-Door Sport Utility with Option Package (400A)	41,670	39,915

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			
200A	Includes Standard Equipment (See the UBS Sales Representative for Standard Equipment Contents.)	N/C	N/C
201A	Includes SYNC 3 with Enhanced Voice Recognition, AppLink, 911 Assist, 2 Smart Charging USB Ports & 8" LCD Touch Screen with Swiping & Pinch-to-Zoom Capabilities Communication System, Wi-Fi Internet Connectivity, 2-Driver Configurable LCD Displays, 9-Premium Speakers, Heated Front Seats and Leather Surfacd Bucket Seat Trim (Pricing Includes Package Discount)	\$ 2,310	\$ 2,194
TITANIUM			
300A	Includes Standard Equipment (See the UBS Sales Representative for Standard Equipment Contents.)	N/C	N/C
301A	Includes Technology Package (51T), Leather-Trimmed Seats with Perforated Inserts, Cooled Front Seats, Heated Rear Seats, Power Glass Panoramic Vista Moonroof (43P), Power Tilt/Telescoping Steering Column with Memory and Remote Start System (Pricing Includes Package Discount)	3,105	2,950

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2018 Ford Edge (Continued)

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

MFG CODE		MFG RETAIL	UBS W'SALE
302A	Includes Option Package (301A) Plus 180 Degree Front Camera with Washer, HID Headlamps, Automatic High Beams, Lane Keep Assist, Enhanced Park Assist with Parallel Parking, Park Out Assist, Reverse Perpendicular Parking & Forward & Side Sensing Systems, Inflatable Second Row Seat Belts (52R) and Rain-Sensing Intermittent Windshield Wipers (Pricing Includes Package Discount)	\$ 6,170	\$ 5,862
REMEMBER TO ASK ABOUT INCENTIVES.			
SPORT			
400A	Includes Standard Equipment (See the UBS Sales Representative for Standard Equipment Contents.)	N/C	N/C
401A	Includes 180 Degree Front Camera with Washer, HID Headlamps, Automatic High Beams, Lane Keep Assist, Enhanced Park Assist, Front & Side Parking Sensors, Cooled Front Seats, Heated Rear Seats, Rain Sensing Intermittent Windshield Wipers and Technology Package (51T)	3,840	3,647

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 Rear Bumper Protector, Retractable Cargo Cover and Cargo Mat	\$ 290	\$ 276
55C	Cold Weather Package (N/A on SE); on SEL, Titanium and Sport	400	380
87A	Convenience Package; on SEL	1,695	1,610
998	Engine, 3.5 Liter V6 (N/A on SE or Sport); on SEL and Titanium	625	594
67P	Entertainment System Includes Dual Headrest DVD, 2-Wireless Headphones, 2-LCD Monitors, Auxiliary Inputs and Remote Control	1,995	1,895
16W	Floor Mats, All Weather Front and Rear	125	119
66D	Ford Safe & Smart Package (N/A on SE); on SEL, Titanium and Sport	1,295	1,230
43P	Moonroof, Panoramic Vista (N/A on SE); on SEL, Titanium and Sport	1,595	1,515
FT	Paint, Blue Metallic (N/A on Sport); on SE, SEL and Titanium	N/C	N/C
VISIT US AT UBS4CARS.COM.			
---	Paint, Burgundy Velvet Metallic Tinted (R3) or Ruby Red Metallic Tinted (RR) (N/A on SE); On SEL, Titanium and Sport	395	375
N6	Paint, Lightning Blue Metallic (N/A on SE); on SEL, Titanium and Sport	N/C	N/C
---	Paint, Magnetic Metallic (J7) or White Gold (GN) (N/A on Sport); on SE, SEL and Titanium	N/C	N/C
YZ	Paint, Oxford White (N/A on Titanium or Sport); on SE and SEL	N/C	N/C
	Paint, Shadow Black (G1) or Ingot Silver Metallic (UX)	N/C	N/C
UG	Paint, White Platinum Metallic Tri-Coat (N/A on SE); on SEL, Titanium and Sport	595	565
68B	Roof Rails, Black (N/A on Sport); on SE, SEL and Titanium	195	185
52R	Seat Belts, Inflatable Second Row	195	185
55S	Sport Appearance Package; on SEL	1,295	1,230
51T	Technology Package (N/A on SE or SEL); on Titanium and Sport	995	945
TER	Tires, 21" Summer (N/A on SE, SEL or Titanium); on Sport	995	945
53G	Trailer Tow Package, Class III (N/A on SE or Sport); on SEL and Titanium	435	413
65L	Wheel Locks (Dealer Installed)	75	71
64M	Wheels, 18" Polished Aluminum (N/A on SE or Sport); on SEL and Titanium	895	850
64U	Wheels, 20" Bright Machined Aluminum (N/A on SE, SEL or Sport); on Titanium	995	945
642/64Q	Wheels, 20" Premium Polished Aluminum (N/A on SE, SEL or Titanium); on Sport	995	945

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.

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United Buying Service

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2018 Ford Escape

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)
ESCAPE FRONT-WHEEL DRIVE			
UOF/100A	Escape S FWD 4-Door Sport Utility with Option Package (100A)	\$ 24,845	\$ 24,086
UOG/200A	Escape SE FWD 4-Door Sport Utility with Option Package (200A)	26,600	25,523
UOH/300A	Escape SEL FWD 4-Door Sport Utility with Option Package (300A)	29,000	27,815
UOJ/400A	Escape Titanium FWD 4-Door Sport Utility with Option Package (400A)	33,040	31,672

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ESCAPE 4-WHEEL DRIVE			
U9G/200A	Escape SE 4WD 4-Door Sport Utility with Option Package (200A)	27,950	26,813
U9H/300A	Escape SEL FWD 4-Door Sport Utility with Option Package (300A)	30,350	29,105
U9J/400A	Escape Titanium 4WD 4-Door Sport Utility with Option Package (400A)	34,390	32,962

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
SEL			
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

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
85T	Cargo Cover	\$ 135	\$ 128
50Q	Cargo Mat.	90	86

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2018 Ford Escape (Continued)

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

MFG CODE		MFG RETAIL	UBS W'SALE
63D	Engine Start, Remote Control (Dealer Installed) (Standard on Titanium); on S, SE and SEL	\$ 495	\$ 470
50C	Floor Mats, All-Weather Front and Rear	125	119
586	Navigation System, Voice Activated with Touch Screen & Pinch-to-Zoom Capability Includes SiriusXM Traffic & Travel Link Radio Equipment with 5-Years of Service [Requires SYNC 3 Package (62H) on SE] (N/A on S) (Standard on Titanium); on SE and SEL	795	755
---	Paint, Blue Metallic (FT), Cinnamon Glaze Metallic (EC), Ingot Silver Metallic (UX), Lighting Blue Metallic (N6), Magnetic Metallic (J7), Shadow Black (G1) or White Gold Metallic (GN)	N/C	N/C
YZ	Paint, Oxford White (N/A on Titanium); on S, SE and SEL	N/C	N/C
RR	Paint, Ruby Red Metallic Tinted (N/A on S); on SE, SEL and Titanium	395	375
UG	Paint, White Platinum Metallic Tricoat (N/A on S); on SE, SEL and Titanium	595	565
61X	Roof Rail Crossbars (N/A on S); on SE, SEL and Titanium	145	137
HAVE YOU CALLED UBS?			
43M	Roof, Power Panoramic Vista Includes Power Sunshade (N/A on S); on SE, SEL and Titanium	995	945
66T	Safe & Smart Package Includes Blind-Spot Information System with Cross Traffic Alert, Adaptive Cruise Control with Collision Warning & Brake Support, Driver Alert System, Automatic High Beam Headlamp Control, Lane Keep Alert, Lane Keeping Aid, Lane Keeping System, Automatic Day/Night Inside Rearview Mirror and Rain Sensing Windshield Wipers with Windshield Wiper De-Icer (N/A on S); on SE, SEL and Titanium	1,295	1,230
63S	Splash Guards (Dealer Installed)	210	199
65Q	Sport Appearance Package Includes Black Exterior Trim, Gloss Black Upper Grille, LED Signature Daytime Running Lights, Gloss Black Mirror Caps, Black Beltline Moldings, P235/45R-19 Tires, Partial Leather Sport V Shaped Bucket Seats, Leather-Wrapped Shift Knob, Gloss Black Painted Front and Rear Skid Plates, Steering Wheel Gear Shift Paddles, Leather-Wrapped Steering Wheel, LED Tail Lamps and Ebony Black Premium Painted Aluminum Wheels (N/A on S, SEL or Titanium); on SE	1,295	1,230
62H	SYNC 3 Package Includes SYNC 3 w/Enhanced Voice Recognition, AppLink, 911 Assist, Apple CarPlay & Android Auto, 2-Smart Charging USB Ports & 8" LCD Touch Screen Communication & Entertainment System with Swiping & Pinch-to-Zoom Capabilities & SYNC Connect Communication System with 5-Years of Service (N/A on S, SEL or Titanium); on SE	895	850
534/536	Trailer Tow Package, Class II Includes Class II Trailer Hitch (N/A on S); on SE and SEL . . . On Titanium also Includes Auxiliary Transmission Oil Cooling, Steering Wheel Gear Shift Paddles and Trailer Sway Control	495	470
87D	Wheel Locks (Dealer Installed) [Requires Sparkle Silver Painted Aluminum Wheels (64N) on S]	75	71
64L	Wheels, Bright Machined Aluminum with Luster Nickel Painted Spokes & Pockets Includes P235/45R-19 Tires (N/A on S, SE or SEL); on Titanium	695	660
64N	Wheels, Sparkle Silver Painted Aluminum (Standard on SE, SEL and Titanium); on S	595	565
641	Wheels, Ultra Bright Machined Aluminum Includes P235/50R-18 Tires (N/A on S, SE or Titanium); on SEL	595	565

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.

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2018 Ford Expedition

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)
EXPEDITION 2-WHEEL DRIVE			
U1H/200A	Expedition XLT 2WD 4-Door Sport Utility with Option Package (200A)	\$ 52,890	\$ 50,909
U1K/300A	Expedition Limited 2WD 4-Door Sport Utility with Option Package (300A)	63,780	61,309
U1L/600A	Expedition Platinum 2WD 4-Door Sport Utility with Option Package (600A)	73,905	70,708
EXPEDITION 4-WHEEL DRIVE			
U1J/200A	Expedition XLT 4WD 4-Door Sport Utility with Option Package (200A)	55,900	53,513
U2A/300A	Expedition Limited 4WD 4-Door Sport Utility with Option Package (300A)	66,900	64,018
U1M/600A	Expedition Platinum 4WD 4-Door Sport Utility with Option Package (600A)	77,050	73,712
EXPEDITION MAX 2-WHEEL DRIVE			
K1H/200A	Expedition MAX XLT 2WD 4-Door Sport Utility with Option Package (200A)	55,580	53,208
K1K/300A	Expedition MAX Limited 2WD 4-Door Sport Utility with Option Package (300A)	66,465	63,603
K1L/600A	Expedition MAX Platinum 2WD 4-Door Sport Utility with Option Package (600A)	76,595	73,277
EXPEDITION MAX 4-WHEEL DRIVE			
K1J/200A	Expedition MAX XLT 4WD 4-Door Sport Utility with Option Package (200A)	58,585	56,078
K2A/300A	Expedition MAX Limited 4WD 4-Door Sport Utility with Option Package (300A)	69,595	66,592
K1M/600A	Expedition MAX Platinum 4WD 4-Door Sport Utility with Option Package (600A)	79,740	76,280

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

MFG CODE		MFG RETAIL	UBS W'SALE
XLT			
200A	Includes Standard Equipment (See the UBS Sales Representative for Standard Equipment Contents.)	N/C	N/C
201A	Includes Security Approach Lights, Driver's Seat Memory, Dual Heated Power Outside Mirrors with Manual Fold & Turn Signals, 10-Way Power Driver's Seat Adjuster, 10-Way Power Passenger's Seat Adjuster, Dual Power Lumbar Seat Adjusters, Leather Surfacd 2nd-Row Split Bench Seat and Leather-Surfacd Front Bucket Seats	\$ 1,485	\$ 1,411

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2018 Ford Expedition (Continued)

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

MFG CODE		MFG RETAIL	UBS W/SALE
202A	Includes Advanced Security Package, Dual-Zone Automatic Air Conditioning, Intrusion Alarm System Sensor, Vehicle Inclination Alarm System Sensor, Blind-Spot Information System with Cross Traffic Alert & Trailer Tow Monitoring, SYNC 3 with Enhanced Voice Recognition, AppLink, 911 Assist, 2-Smart Charging USB Ports & 8" LCD Touch Screen Communication & Entertainment System with Swiping Capability, SYNC Connect Communication System, Connectivity Package, Push Button Engine Start with Intelligent Access, Remote Control Engine Start, Power Folding Third Row Headrests, Power Hands-Free & Foot-Activated Liftgate, Ambient Lighting, Security Approach Lights, Driver's Seat Memory, Message Center, Dual Heated Power Outside Mirrors with Power-Fold, Turn Signals, Power Adjustable Pedals with Memory, 110V/150W Power Outlet, 8" LCD Instrument Cluster Productivity Screen, 2-Rear Smart Charging USB Ports, Chrome Platform Running Boards, 10-Way Power Driver's Seat Adjuster, 10-Way Power Passenger's Seat Adjuster, Dual Power Lumbar Seat Adjusters, Leather Surfacd Split Center Bench Seat with Power Folding Tip & Slide, Heated & Ventilated Front Seats, Leather Surfacd Bucket Seats, Heated Steering Wheel, Power Tilt & Telescoping Steering Wheel with Memory, Outside Temperature Display, Trip Computer & Wireless Charging Pad	\$ 5,605	\$ 5,325
	LIMITED		
300A	Includes Standard Equipment (See the UBS Sales Representative for Standard Equipment Contents.)	N/C	N/C
301A	Includes Driver Assistance Package (66D), Navigation System (59N) and Power Panoramic Vista Roof (43V) (Pricing Includes Package Discount)	2,440	2,317
302A	Includes 360-Degree Split View Camera with Front & Rear Washer, Driver Assistance Package (66D), LED Headlamps and Fog Lights (90H), Navigation System (59N), Park Assist System (68P), Power Panoramic Vista Roof (43V), Continuously Controlled Damping Suspension and Polished Aluminum Wheels	6,440	6,117
	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
---	Paint, Blue Metallic (FT), Ingot Silver Metallic (UX), Magnetic Metallic (J7), Oxford White (YZ), Shadow Black (G1), Stone Gray Metallic (D1) or White Gold Metallic (GN)	N/C	N/C
RR	Paint, Ruby Red Metallic Tinted	\$ 370	\$ 352
VISIT US AT UBS4CARS.COM.			
UG	Paint, White Platinum Metallic Tri-Coat	555	528
96C	Cargo Package Includes Advanced Cargo Manager and Black Roof Rail Crossbars [Included with Special Edition Package (50T)] (Standard on Platinum); on XLT and Limited	285	271
66D	Driver Assistance Package Includes Adaptive Cruise Control with Stop & Go, Automatic High Beam Headlamps, Lane Keeping Assist, Pre-Collision System with Pedestrian Detection & Forward Collision Warning and Rain Sensing Windshield Wipers [Requires Option Pacakge (202A) on XLT] [Included with Option Packages (301A) and (302A) on Limited] (Standard on Platinum); on XLT and Limited	715	679
536	Trailer Tow Package, Heavy Duty Includes 3.73 Axle Ratio with Electronic Limited Slip Differential, Heavy Duty Radiator & Integrated Trailer Brake Controller and Pro Trailer Backup Assist [Included with Special Edition Package (50T)]	1,570	1,492
50T	Special Edition Pacakge Includes Cargo Pacakge (96C), LED Headlamps & Fog Lights (90H), Park Assist System (59N) and Trailer Tow Package (536) [Requires Option Package (301A) on Limited] (N/A on XLT or Platinum); on Limited	2,880	2,736
LSP	Special Edition Package Discount	- 985	- 936

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2018 Ford Expedition (Continued)

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

MFG CODE		MFG RETAIL	UBS W'SALE
17F	Off-Road Package, FX4 Includes 3.73 Axle Ratio with Electronic Limited Slip Differential, FX4 Badging, Front and Center Floor Liners, Heavy Duty Radiator, Chrome-Plated Platform Running Boards with Angular Step Bars, Off-Road Shock Absorbers, Premium Off-Road Shock Absorbers, Skid Plates, 2-Speed Automatic 4WD Transfer Case and Magnetic Metallic Painted Cast Aluminum Wheels [Requires Option Package (202A)] (N/A on Limited, XLT RWD or Platinum); on XLT 4WD	\$ 1,650	\$ 1,569
59N	Navigation System, Voice Activated with Pinch-to-Zoom Capability & SiriusXM Traffic & Travel Link with 5-Years of Service [Requires Option Package (202A) on XLT] [Included with Option Packages (301A) and (302A)] (Standard on Platinum); on XLT and Limited . .	740	702
91D	Entertainment System, Dual Headrest (N/A on XLT); on Limited and Platinum	1,995	1,895
68P	Park Assist System, Enhanced Active with Parallel Parking, Park Out Assist, Reverse Perpendicular Parking and Forward & Side Sensing Systems [Included with Special Edition Package (50T) and Option Package (302A)] (N/A on XLT) (Standard on Platinum); On Limited	400	380
REMEMBER TO ASK ABOUT INCENTIVES.			
21C	Seats, Leather-Surfaced Second Row Bucket (N/A on XLT); on Limited and Platinum	740	702
47B	Floor Liners, Front and Center	70	67
43V	Roof, Power Panoramic Vista with Power Sunshade [Requires Option Package (201A) or 202A) on XLT] [Included and with Option Packages (301A) and (302A) on Limited] (Standard on Platinum); on XLT and Limited	1,475	1,401
153	Bracket, Front License Plate	N/C	N/C
90H	Headlamps & Fog Lights, LED [Included with Option Package (302A) and Special Edition Package (50T)] (N/A on XLT) (Standard on Platinum); on Limited	740	702
55R	Cargo Mat, Reversible	40	37
64C	Wheels, Luster Nickel Painted Aluminum Includes P275/55R-20 All-Terrain Tires [Requires Option Packages (201A) or (202A) on XLT 4WD] [N/A with Off-Road Package (17F)] (N/A on XLT 2WD or Limited or Platinum); on XLT	995	945

Understanding the difference

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What to do

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2018 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			
K7B/100A	Explorer Base FWD 4-Door Sport Utility Vehicle with Option Package (100A)	\$ 32,985	\$ 31,941
K7D/200A	Explorer XLT FWD 4-Door Sport Utility Vehicle with Option Package (200A)	35,015	33,559
K7F/300A	Explorer Limited FWD 4-Door Sport Utility Vehicle with Option Package (300A)	43,085	41,266
EXPLORER FOUR-WHEEL DRIVE			
K8B/100A	Explorer Base 4WD 4-Door Sport Utility Vehicle with Option Package (100A)	35,135	34,015
K8D/200A	Explorer XLT 4WD 4-Door Sport Utility Vehicle with Option Package (200A)	37,165	35,613
K8F/300A	Explorer Limited 4WD 4-Door Sport Utility Vehicle with Option Package (300A)	45,235	43,319
K8G/400A	Explorer Sport 4WD 4-Door Sport Utility Vehicle with Option Package (400A)	46,945	44,953
K8H/600A	Explorer Platinum 4WD 4-Door Sport Utility Vehicle with Option Package (600A)	54,935	52,582

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

MFG CODE	BASE	MFG RETAIL	UBS W'SALE
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
201A	Includes Dual-Zone Automatic Air Conditioning, SYNC 3 Communications & Entertainment System with Enhanced Voice Recognition, AppLink, 911 Assist, 2 Smart Charging USB Ports and LCD Touch Screen, Sync Connect, Automatic Day/Night Inside Rearview Mirror, 2 Driver Configurable LCD Displays & Apple CarPlay & Andriod Auto Smartphone Interface, Remote Control Engine Start, LED Fog Lights, Hands-Free Liftgate, Dual Heated Power Outside Mirrors with Manual Fold & LED Turn Signals, 7-Speakers and 10-Way Power Passenger's Seat Adjuster [Included with Option Package (202A)]	\$ 2,330	\$ 2,213
202A	Includes Option Package (201A) Plus Leather Surfaced Heated Front Bucket Seats, Forward Sensing System and Heated Steering Wheel (Pricing Includes Package Discount)	4,100	3,895

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2018 Ford Explorer (Continued)

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

MFG CODE		MFG RETAIL	UBS W'SALE
LIMITED			
300A	Includes Standard Equipment (See the UBS Sales Representative for Standard Equipment Contents.) . . .	N/C	N/C
301A	Includes Enhanced Active Park Assist, Parallel Parking Park Assist, Perpendicular Parking Brake Assist, Park Out Assist, Front, Rear and Side Parking Sensors, Safe & Smart Package (654S), Inflatable 2 nd Row Rear Seatbelts (90R) and Multi-Contour Front Seats with Active Motion (Pricing Includes Package Discount)	\$ 2,240	\$ 2,127
HAVE YOU CALLED UBS?			
SPORT			
400A	Includes Standard Equipment (See the UBS Sales Representative for Standard Equipment Contents.) . . .	N/C	N/C
401A	Includes 180-Degree Split View Front Camera with Washer, Universal Remote Garage Door Opener, Ambient Lighting, Memory for Driver's Seat and Outside Mirrors, Dual Heated Power Outside Mirrors with Power Fold & LED Turn Signals, 110 Volt Power Outlet, Two Second Row Smart Charging USB Ports, 500 Watt Amplifier, Premium Sony Radio Equipment with Clear Phase & Live Acoustics, Safe & Smart Package (654S), Inflatable 2 nd Row Rear Seatbelts (90R), Cooled Front Seats, Leather-Wrapped Power Tilt & Telescoping Steering Wheel, Power Windows and Remote Control	3,875	3,681
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
60T	Cargo Cover (Dealer Installed)	\$ 130	\$ 123
85W	Cargo Mat (Dealer Installed)	100	95
65W	Cold Weather Package Includes Forward Sensing System, Heated Front Seats and Heated Steering Wheel [Requires Option Package (201A)] (N/A on Base, Limited, Sport or Platinum); on XLT	650	619
51D	Console, Second Row [Requires Second Row Bucket Seats (173)] (N/A on Base or XLT); On Limited, Sport and Platinum	150	144
99H	Engine, 2.3 Liter EcoBoost 4-Cylinder Turbo (Standard on Limited) (N/A on Sport or Platinum); on Base and XLT	895	850
REMEMBER TO ASK ABOUT INCENTIVES.			
998	Engine, 3.5 Liter V6 (Standard on Base and XLT) (N/A on Sport or Platinum); on Limited . .	N/C	N/C
50S	Entertainment System, DVD Headrest (Dealer Installed) [Requires Option Package (202A) on XLT] [N/A with Class II Trailer Tow Package (52R)] (N/A on Base); on XLT, Limited, Sport and Platinum	1,995	1,895
16N	Floor Mats, All Weather Front and Rear	120	114
439	Moonroof, Dual Panel [Requires Option Package (201A) or Option Package (202A) on XLT] (N/A on Base) (Standard on Platinum); on XLT, Limited and Sport	1,695	1,610
BK	Paint Platinum Dune Metallic Tri-Coat (N/A on Base or Sport); on XLT, Limited and Platinum	595	565
---	Paint, Blue Metallic (FT), Ingot Silver Metallic (UX) or Shadow Black (G1)	N/C	N/C
---	Paint, Burgancy Velvet Metallic Tinted (R3) or Ruby Red Tinted Metallic (RR) (N/A on Base); on XLT, Limited, Sport and Platinum	395	375
EC	Paint, Cinnamon Glaze Metallic (N/A on Base or Sport); on XLT, Limited and Platinum	N/C	N/C
J7	Paint, Magentic Metallic (N/A on Base); on XLT, Limited, Sport and Premium	N/C	N/C
YZ	Paint, Oxford White (N/A on Limited, Sport or Platinum); on Base and XLT	N/C	N/C
UG	Paint, White Platinum Metallic Tricoat (N/A on Base); on XLT, Limited, Sport and Platinum .	595	565
58E	Radio, SiriusXM Satellite Includes 6-Months of Service (Standard on XLT, Limited, Sport and Platinum); on Base	195	185
50N	Roof Rail Crossbars (Dealer Installed)	140	132
96R	Running Boards	596	565

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2018 Ford Explorer (Continued)

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

MFG CODE		MFG RETAIL	UBS W'SALE
65S	Safe & Smart Package Includes Blind-spot Information System with Cross Traffic Alert, Collision Warning with Brake Support, Adaptive Cruise Control, Automatic High Beam Headlamps, Lane Keeping System and Rain Sensing Windshield Wipers [Requires Option Package (201A) or Option Package (202A) on XLT] (N/A on Base) (Standard on Platinum); on XLT, Limited and Sport	\$ 1,295	\$ 1,230
90R	Seat Belts, Inflatable Second Row [Included with Option Package (301A) on Limited and Option Package (401A) on Sport] (Standard on Platinum)	210	199
173	Seats, Second Row Bucket [Requires Option Package (202A) on XLT] (N/A Base); on XLT, Limited, Sport and Platinum	695	660
60X	Smoker's Package (Dealer Installed)	90	86
50M	Splash Guards (Dealer Installed)	205	195
65P	Sport Appearance Package Includes Badging; Ebony Black Unique Door Trim Panel Insert, Unique Front Floor Mats with Logo, Magnetic Metallic Lower Front & Rear Bumper Covers, Lower Body Side Cladding, Painted Grille Bars & Mesh Insert, Liftgate Applique & Mirror Caps, P255/50R-20 BSW Tires, Black Roof Rails, Leather-Surfaced Bucket Seats with Sueded Inserts and 10-Spoke Magnetic Metallic Painted Wheels [N/A with Plished Aluminum Wheels (65R) or 5-Split Spoke Sparkle Silver Painted Aluminum Wheels (64C)] [Requires Option Package (202A)] (N/A on Base, Limited, Sport or Platinum); on XLT	1,595	1,515
65T	Technology Feature Bundle Includes Universal Home Remote Control Garage Door Opener, Voice Activated with Pinch-to-Zoom Capability & SiriusXM Traffic & Travel Link Navigation System with 5-Years of Service and CD Player [Requires Option Package (201A) or Option Package (202A)] (N/A on Base, Limited, Sport or Platinum); on XLT . . .	935	888
52R	Trailer Tow Package, Class II [Requires 2.3L EcoBoost 4-Cylinder Turbo Engine (99H)] [N/A with DVD Headrest Entertainment System (50S)] (N/A on Base FWD) (Standard on Sport and Platinum); on Base 4WD, XLT, Limited and Sport	395	375
52T	Trailer Tow Package, Class III Includes Engine Oil Cooler, 7-Pin & 4-Pin Trailer Harness Connectors and Trailer Hitch Receiver [Requires 3.5 Liter V6 Engine (99H)] (N/A on Base FWD or Limited); on Base 4WD, XLT and Limited	570	542
60W	Wheel Lock Kit (Dealer Installed) [Requires Option Package (201A) or Option Package (202A) and Wheels (64R) on XLT] (N/A on Base); on XLT, Limited, Sport and Platinum . .	75	71
DO YOU HAVE A UBS PURCHASE CERTIFICATE?			
64R	Wheels, Polished Aluminum Includes 20" Tires [Requires Option Package (201A) or Option Package (202A) on XLT] [N/A with Sport Appearance Package (65P) or 2.3L 4-Cylinder EcoBoost Turbo Engine (99H)] (N/A on Base, Sport or Platinum); on XLT	1,295	1,230
	On Limited	595	565
6V4	Wheels, Premium Dark Tarnish Painted Aluminum (N/A on Base, XLT, Limited or Platinum); on Sport	595	565
64W	Wheels, Premium Painted Machined Aluminum (N/A on Base, XLT, Limited or Sport); on Platinum	595	565

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.

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United Buying Service

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2018 Ford Flex

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)
FLEX FRONT-WHEEL DRIVE			
K5B/100A	Flex SE FWD 4-Door Sport Utility with Option Package (100A)	\$ 31,190	\$ 30,208
K5C/200A	Flex SEL FWD 4-Door Sport Utility with Option Package (200A)	33,895	32,490
K5D/300A	Flex Limited V6 FWD 4-Door Sport Utility with Option Package (300A)	39,395	37,742
<div style="border: 1px solid black; padding: 5px;"> <p>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 <u>rebates</u> from the manufacturer to the customer. <u>Also, incentives</u> from the manufacturer to the dealer will be offered when available by the UBS dealer representative to the UBS customer to further <u>lower your cost</u> at the time of delivery.</p> </div>			
FLEX ALL-WHEEL DRIVE			
K6C/200A	Flex SEL Base AWD 4-Door Sport Utility with Option Package (200A)	35,845	34,353
K6D/300A	Flex Limited V6 AWD 4-Door Sport Utility with Option Package (300A)	41,345	39,605
K6D/302A	Flex Limited EcoBoost AWD 4-Door Sport Utility with Option Package (302A) [Requires Option Package (303A) priced separately]	44,195	42,326

OPTION PACKAGES (See the UBS Sales Representative for 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			
200A	Includes Standard Equipment (See the UBS Sales Representative for Standard Equipment Contents.)	N/C	N/C
202A	Includes Blind-Spot Information System with Cross Traffic Alert, Power Liftgate Release, Approach Lights, Memory for Driver's Seat and Outside Mirrors, Power Adjustable Pedals with Memory, 110 Volt Power Outlet, 7-Speakers, Premium Radio System and Leather Surfacd Seat Trim	\$ 2,400	\$ 2,280
LIMITED V6			
300A	Includes Standard Equipment (See the UBS Sales Representative for Standard Equipment Contents.)	N/C	N/C
301A	Includes Collision Mitigation with Brake Support, Adaptive Cruise Control, Active Park Assist, Dual 10-Way Power Seat Adjusters, Power Split Flat Folding Third Row Seat, Heated and Cooled Front Seats, Heated Steering Wheel and Power Tilt & Telescoping Steering Wheel	2,900	2,755

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2018 Ford Flex (Continued)

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

MFG CODE		MFG RETAIL	UBS W'SALE
LIMITED ECOBOOST			
303A	Includes Collision Warning with Brake Support, Adaptive Cruise Control, P255/45R-20 Tires, Active Park Assist, 10-Way Power Passenger's Seat Adjuster, Power Fold & Tumble Split Flat Folding Third Row Seat, Heated and Cooled Front Seats, Power Tilt & Telescoping Heated Steering Wheel, 3.5 Liter V6 EcoBoost Engine and Polished Aluminum Wheels (64U) (N/A on Limited V6) (Pricing Includes Package Discount); on Limited EcoBoost AWD	\$ 3,400	\$ 3,230
FACTORY INSTALLED OPTIONAL EQUIPMENT (See the UBS Sales Representative for Content, Equipment Application/Restriction and Availability.)			

MFG CODE		MFG RETAIL	UBS W'SALE
86P	Appearance Package Includes Unique Front and Rear Floor Mats with Logo, Painted Shadow Black Grille, Painted Shadow Black Liftgate Applique and Mirror Caps, Black Beltline Moldings, P255/45R-20 Tires, Painted Shadow Black Roof, Leather Surfac		
	ed Bucket Seat Trim with Perforated Inserts, Leather-Wrapped Steering Wheel and High Gloss Ebony Black Painted Machined Aluminum Wheels [N/A with Bright Painted Aluminum Wheels (649) or Polished Aluminum Wheels (64U)] [Requires Option Package (202A) on SEL] (N/A on SE); on SEL and on Limited without Option Package (203A)	\$ 1,495	\$ 1,420
	On Limited with Option Package (203A)	495	470
16W	Floor Mats, All Weather Front and Rear	75	71
52N	Navigation System, Voice Activated includes SiriusXM Travel Link and SiriusXM Traffic with 5-Years of Service [Requires Option Package (202A) on SEL] (N/A on SE) (Standard on Limited); on SEL	795	755
---	Paint, Blue Metallic (FT), Ingot Silver Metallic (UX), Magnetic Metallic (J7), Oxford White (YZ) or Shadow Black (G1)	N/C	N/C
---	Paint, Burgundy Velvet Metallic Tinted (R3) or Ruby Red Metallic Tinted (RR) (N/A on SE); On SEL and Limited	395	375
GN	Paint, White Gold Metallic (N/A on SE); on SEL and Limited	N/C	N/C
UG	Paint, White Platinum Metallic Tricoat (N/A on SE); on SEL and Limited	595	565
63S	Radio, SiriusXM Satellite Includes 6-Months of Service (Requires Extra Cost Customer Paid Subscription after Initial Complimentary Term) (Standard on SEL and Limited); on SE	185	176
68B	Roof Rails	195	185
43P	Roof, Multi-Panel Vista Includes Power Glass Front Moonroof, Second & Third Row Skylight and Power Sunshade [Requires Option Package (202A) on SEL] (N/A on SE); on SEL and Limited	1,595	1,515
52R	Seat Belts, Inflatable Second Row	195	185
21D	Seats, Center Bucket (N/A on SE); on SE and Limited	695	660
53G	Trailer Tow Package, Class III Includes Engine Oil Cooler; Class III Trailer Hitch Receiver, Trailer Sway Control and 7-Pin & 4-Pin Connector Trailer Wiring Harness (N/A on SE); on SEL and Limited	570	497
649	Wheels, Bright Painted Aluminum Includes P255/45R-20 Tires [N/A with Appearance Package (86P)] [Requires Option Package (202A) on SEL] (N/A on SE or Limited); on SEL	895	850
64U	Wheels, Polished Aluminum Includes P255/45R-20 Tires) [Included with Option Package (303A)] [N/A with Appearance Package (86P)] (N/A on SE or SEL); on Limited	1,095	1,040

Understanding the difference

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2018 Ford Focus

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)
FOCUS HATCHBACK			
P3K/200A	Focus SE 4-Door Hatchback with Option Package (200A)	\$ 21,320	\$ 20,474
P3M/250A	Focus SEL 4-Door Hatchback with Option Package (250A)	22,450	21,556
P3N/300A	Focus Titanium 4-Door Hatchback with Option Package (300A)	25,250	24,228
P3L/400A	Focus ST 4-Door Hatchback with Option Package (400A)	25,950	24,897
P3R/500A	Focus Electric 4-Door Hatchback with Option Package (500A)	29,995	28,760
P3T/600A	Focus RS 4-Door Hatchback with Option Package (600A)	41,995	40,220
FOCUS SEDAN			
P3E/100A	Focus S 4-Door Sedan with Option Package (100A)	18,735	18,186
P3F/200A	Focus SE 4-Door Sedan with Option Package (200A)	20,025	19,239
P3H/250A	Focus SEL 4-Door Sedan with Option Package (250A)	22,250	21,365
P3J/300A	Focus Titanium 4-Door Sedan with Option Package (300A)	25,050	24,037

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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
SEL			
250A	Includes Standard Equipment (See the UBS Sales Representative for Complete Standard Equipment.) (Included with SEL Model Price)	-400	-380
TITANIUM			
300A	Includes Standard Equipment (See the UBS Sales Representative for Complete Standard Equipment.)	N/C	N/C

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2018 Ford Focus (Continued)

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 Complete Standard Equipment.)	N/C	N/C
401A	ST2 Includes Dual-Zone Automatic Air Conditioning, SYNC 3 with Enhanced Voice Recognition, AppLink, 911 Assist, 2-Smart Charging USB Ports & 8" LCD Touch Screen Communication & Entertainment System with Swiping Capability, Overhead Console, HID Headlamps, Cornering Lights, Power Glass Moon Roof, 10-Speakers, SiriusXM Feature Radio with 6-Months of Service, Sony Premium Sound Radio System, AM/FM Stereo Radio with CD & MP3, HD Radio, Recaro Partial Leather-Surfaced Bucket Seats & Apple CarPlay & Android Auto Smartphone Interface	\$ 3,680	\$ 3,496
402A	ST3 Includes Dual-Zone Automatic Air Conditioning, Rear Armrest, Carbon Fiber Brake Handle, Carbon Fiber Interior Accent Package, SYNC 3 with Enhanced Voice Recognition, AppLink, 911 Assist, 2-Smart Charging USB Ports & 8" LCD Touch Screen Communication & Entertainment System with Swiping & Pinch-to-Zoom Capability, Overhead Console, HID Headlamps, Ambient Lighting, Cornering Lights, Dual Heated Power Outside Mirrors with Manual Fold & Turn Signals, Power Glass Moonroof, Voice Activated Navigation System with Touch Screen & Pinch-to-Zoom Capability (58K), 10-Speakers, SiriusXM Feature Radio with 6-Months of Service, SiriusXM Traffic & Travel with 5 Years of Service, Sony Premium Sound Radio System, AM/FM Stereo Radio with CD & MP3, HD Radio, 8-Way Power Driver's Seat Adjuster, Power Driver's Lumbar Seat Adjuster, Heated Front Seats, Recaro Full Leather-Surfaced Bucket Seats, Carbon Fiber Shift Knob, Apple CarPlay & Android Auto Smartphone Interface and Leather-Wrapped Heated Steering Wheel	5,680	5,396
	ELECTRIC		
500A	Includes Standard Equipment (See the UBS Sales Representative for Complete Standard Equipment.)	N/C	N/C
	RS		
600A	Includes Standard Equipment (See the UBS Sales Representative for Complete Standard Equipment.)	N/C	N/C

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

MFG CODE		MFG RETAIL	UBS W'SALE
76B	Car Cover; on Electric and RS	\$ 375	\$ 356
76A	Charge Cord Bag; on Electric	65	62
47W	Cold Weather Package Includes All Weather Floor Mats, Dual Heated Power Outside Mirrors with Manual Fold & Turn Signals, Heated Front Seats and Leather-Wrapped Heated Steering Wheel; on SE and SEL	645	612
66F	Engine Start, Remote Control (Standard on Titanium and Electric); on S, SE and SEL	445	422
992	Engine, 2.0L 4-Cylinder; on SE Sedan	N/C	N/C
43M	Moonroof, Power Glass; on RS	895	850
58K	Navigation System, Voice Activated with Touch Screen & Pinch-to-Zoom Capability [Included with Option Package (402A)] [Requires Option Package (401A) on ST]; on SEL, Titanium and ST	795	755
FT	Paint, Blue Metallic; on SEL, Titanium and ST	N/C	N/C
EA	Paint, Hot Pepper Red Metallic Tinted; on SE, SEL Titanium, ST and Electric	395	375
UX	Paint, Ingot Silver Metallic; on S, SE, SEL, Titanium and Electric	N/C	N/C
N6	Paint, Lightening Blue Metallic; on SE, SEL and Titanium	N/C	N/C
	Paint, Magnetic Metallic (J7) or Shadow Black (G1); on S, SE, SLE, Titanium, ST and Electric	N/C	N/C
DW	Paint, Nitrous Blue Metallic Quadcoat; on RS	695	660
B8	Paint, Outrageous Green Metallic Tinted; on SE, SEL Titanium and Electric	395	375
DO YOU HAVE A UBS PURCHASE CERTIFICATE?			
YZ	Paint, Oxford White; on S, SE, SEL, ST and Electric	N/C	N/C
PQ	Paint, Race Red; on RS	N/C	N/C
GN	Paint, White Gold Metallic; on SE, SEL, Titanium and Eclectic	N/C	N/C
UG	Paint, White Platinum Metallic Tricoat; on Titanium and Electric	595	565
60P	Park Assist, Active; on Titanium	395	375
47P	Protection Package, Interior Includes Cargo Mat and All Weather Floor Mats; on SE and SEL	150	144

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2018 Ford Focus (Continued)

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

MFG CODE		MFG RETAIL	UBS W'SALE
67E	SE Appearance Package Includes Fog Lights, Black Gloss Upper Grille, Daytime Running Lights, LED Signature Lights and Machined Aluminum Wheels with Dark Painted Pockets [Requires 6-Speed Automatic PowerShift with SelectShift Transmission (447)]; on SE Sedan	\$ 895	\$ 850
3 --	Seats, Leather Surfaed Bucket Includes 8-Way Power Driver's Seat Adjuster & Power Driver's Lumbar Seat Adjuster; on Electric	1,080	1,026
46T	Technology Package Includes Blind Spot Information System with Cross Traffic Alert, Automatic High Beams and Lane Keep Assist; on Titanium	795	755
TCA	Tires, 18" High Performance; on ST	30	28
644	Tires, 19" Michelin Pilot Cup Sport 2 Summer Track; on RS	550	524
44W	Transmission, 6-Speed Automatic PowerShift [Requires 2.0L Engine (992) on SE Sedan]; On S and SE Sedan	1,095	1,040
447	Transmission, 6-Speed Automatic PowerShift with SelectShift Includes Steering Wheel Gear Shift Paddles [N/A with 2.0L Engine (992) on SE Sedan]; on SE Sedan	1,095	1,040
64-	Wheels, Machined Aluminum with Black Painted Pockets; on SE Sedan and ST	495	470

Understanding the difference

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What to do

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2018 Ford Fusion

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)
FUSION FWD			
P0G/100A	Fusion S Base FWD 4-Door Sedan with Option Package (100A)	\$ 22,995	\$ 22,075
P0H/200A	Fusion SE Base FWD 4-Door Sedan with Option Package (200A)	24,270	23,058
P0K/300A	Fusion Titanium Base FWD 4-Door Sedan with Option Package (300A)	31,270	29,673
BQB/350A	Fusion Platinum Base FWD 4-Door Sedan with Option Package (350A)	37,770	35,816
FUSION AWD			
P0T/201A	Fusion SE Base AWD 4-Door Sedan with Option Package (201A)	28,065	26,645
P0D/300A	Fusion Titanium Base AWD 4-Door Sedan with Option Package (300A)	33,270	31,563
P0V/400A	Fusion Sport AWD 4-Door Sedan with Option Package (400A)	34,625	32,845
BQC/350A	Fusion Platinum Base AWD 4-Door Sedan with Option Package (350A)	39,770	37,706
FUSION HYBRID FWD			
P0U/500A	Fusion S Hybrid FWD 4-Door Sedan with Option Package (500A)	26,170	25,107
P0L/600A	Fusion SE Hybrid FWD 4-Door Sedan with Option Package (600A)	27,120	25,751
P0R/700A	Fusion Titanium Hybrid FWD 4-Door Sedan with Option Package (700A)	31,650	30,032
BQD/750A	Fusion Platinum Hybrid FWD 4-Door Sedan with Option Package (750A)	38,150	36,175
FUSION ENERGI FWD			
P0P/800A	Fusion SE Energi Plug-In Hybrid FWD 4-Door Sedan [Requires Option Package (800A)] . .	34,180	32,423
P0S/900A	Fusion Titanium Energi Plug-In Hybrid FWD 4-Door Sedan [Requires Option Pkge (900A)]	35,180	33,368
P0S/950A	Fusion Platinum Energi Plug-In Hybrid FWD 4-Door Sedan [Requires Option Pkge (950A)]	42,180	39,983

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

MFG CODE	MODELS	MFG RETAIL	UBS W'SALE
S BASE			
100A	Includes Standard Equipment (See the UBS Sales Representative for Standard Equipment Contents.) . . .	N/C	N/C
101A	Includes Appearance Package with Fog Lights, P235/45R-18 Tires, Rear Decklid Spoiler, Leather-Wrapped Steering Wheel and Magnetic Painted Aluminum Wheels (Requires Ebony Interior Color)	\$ 895	\$ 850

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2018 Ford Fusion (Continued)

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

MFG CODE		MFG RETAIL	UBS W/SALE
	S HYBRID		
500A	Includes Standard Equipment (See the UBS Sales Representative for Standard Equipment Contents.) . . .	N/C	N/C
	SE BASE		
200A	Includes Standard Equipment (See the UBS Sales Representative for Standard Equipment Contents.) (N/A on SE Base AWD); on SE Base FWD	N/C	N/C
201A	Includes Appearance Package with Fog Lights, P235/45R-18 Tires, Medium Stone Seat Stitching, Cloth & Vinyl Bucket Seats, Rear Decklid Spoiler, Leather-Wrapped Steering Wheel and Dark Stainless Steel Premium Painted Aluminum Wheels; on SE Base FWD .	\$ 1,095	\$ 1,040
	On SE Base AWD	N/C	N/C
202A	Includes Luxury Package with Chrome Door Handle Inserts, Remote Control with Intelligent Access Engine Start, Automatic Engine Start/Stop, LED Headlamps, Warm Interior Accents, Approach Lights, Memory for Driver's Seat and Outside Mirrors, Dual Heated Power Outside Mirrors with Turn Signals, Automatic Day/Night Inside Rearview Mirror, 10-Way Power Driver's Seat Adjuster, Heated Front Seats, Leather Surfaced Bucket Seats and Leather-Wrapped Steering Wheel; on SE Base FWD also Includes 1.5 Liter 4-Cylinder EcoBoost Turbo Engine (99D)	3,195	3,035
	On SE Base AWD	2,400	2,280
REMEMBER TO ASK ABOUT INCENTIVES.			
	SE HYBRID		
600A	Includes Standard Equipment (See the UBS Sales Representative for Standard Equipment Contents.) . . .	N/C	N/C
601A	Includes Appearance Package with Fog Lights, Medium Stone Seat Stitching, Cloth & Vinyl Bucket Seats, Rear Decklid Spoiler, Leather-Wrapped Steering Wheel and Dark Stainless Steel Premium Painted Aluminum Wheels	1,095	1,040
602A	Includes Luxury Package with Chrome Door Handle Inserts, Remote Control with Intelligent Access Engine Start, LED Fog Lights, LED Headlamps, Warm Interior Accents, Approach Lights, Memory for Driver's Seat and Outside Driver's Side Mirror, Dual Heated Power Outside Mirrors with Turn Signals, Automatic Day/Night Inside Rearview and Outside Driver's Side Mirrors, 10-Way Power Driver's Seat Adjuster, Heated Front Seats, Leather Surfaced Bucket Seats and Leather-Wrapped Steering Wheel	2,995	2,845
	SE ENERGI		
800A	Includes Standard Equipment (See the UBS Sales Representative for Standard Equipment Contents.) . . .	- 2,000	- 1,900
	TITANIUM BASE		
300A	Includes Standard Equipment (See the UBS Sales Representative for Standard Equipment Contents.) . . .	N/C	N/C
	TITANIUM HYBRID		
700A	Includes Standard Equipment (See the UBS Sales Representative for Standard Equipment Contents.) . . .	N/C	N/C
	TITANIUM ENERGI		
900A	Includes Standard Equipment (See the UBS Sales Representative for Standard Equipment Contents.) . . .	- 2,000	- 1,900
VISIT US AT UBS4CARS.COM.			
	SPORT		
400A	Includes Standard Equipment (See the UBS Sales Representative for Standard Equipment Contents.) . . .	N/C	N/C
401A	Includes Upgrade Package with Dual-Zone Automatic Air Conditioning, SYNC 3 with Enhanced Voice Recognition, AppLink, 911 Assist, 2 Smart Charging USB Ports and 8" LCD Touch Screen with Swiping & Pinch-to-Zoom Capabilities and Communication & Entertainment System, Two 4.2" Configurable LCD Displays Instrument Cluster, Ambient Lighting, Sony AM/FM Stereo Radio with CD & MP3, Reverse Sensing System and 10- Way Power Passenger's Seat Adjuster	2,000	1,900
	PLATINUM BASE		
350A	Includes Standard Equipment (See the UBS Sales Representative for Standard Equipment Contents.) . . .	N/C	N/C
	PLATINUM HYBRID		
750A	Includes Standard Equipment (See the UBS Sales Representative for Standard Equipment Contents.) . . .	N/C	N/C
	PLATINUM ENERGI		
950A	Includes Standard Equipment (See the UBS Sales Representative for Standard Equipment Contents.) . . .	- 2,000	- 1,900

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2018 Ford Fusion (Continued)

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
96B	Cargo Net (Dealer Installed)	\$ 50	\$ 49
91A	Cold Weather Package Includes All-Weather Front and Rear Floor Mats (55M), Dual Heated Power Outside Mirrors with Turn Signals and Heated Front Seats [N/A with Option Package (202A) or Option Package (602A)] (N/A on S, SE Energi, Titanium, Sport or Platinum); on SE Base and SE Hybrid	450	429
53B	Cruise Control, Adaptive with Stop & Go Includes Forward Collision Warning with Brake Support and Pre-Collision System with Pedestrian Detection [Requires 2.0 Liter 4-Cylinder EcoBoost Turbo Engine (999), Option Package (202A), Driver Assist Package (90A) and Machined Aluminum Wheels with Painted Pockets (64B) on SE Base, Requires Option Package (602A) and Driver Assist Package (90A) on SE Hybrid, Requires Option Package (401A) and Driver Assist Package (90A) on Sport and Requires and Driver Assist Package (90A) on Titanium] (N/A on S) (Standard on Platinum); on SE, Titanium and Sport	1,190	1,131
90A	Driver Assist Package Includes Blind-Spot Information System with Cross Traffic Alert, SYNC Connect Communication System with 5-Years of Service, Driver Alert System, Automatic High Beam Headlamps, Lane Departure Warning System, Lane Keeping System, Heated Steering Wheel and Rain-Sensing Windshield Wipers [Requires Option Package (202A) on SE Base, Option Package (602A) on SE Hybrid and Requires and Technology Package (14K/14L) on SE Base and SE Hybrid] (N/A on S or Platinum); on SE Base, SE Hybrid, Titanium Base, Titanium Hybrid and Sport	1,625	1,544
	On SE Energi and Titanium Energi	1,320	1,254
55S	Engine Start, Remote Control (Dealer Installed) [N/A with Option Package (202A) on SE Base or Option Package (602A) on SE Hybrid] (N/A on SE Energi, Sport, Titanium or Platinum); on S, SE Base and SE Hybrid.	495	470
99D	Engine, 1.5 Liter 4-Cylinder EcoBoost Turbo [Included with Option Package (202A) on SE Base FWD] (N/A on S, SE Base AWD, SE Hybrid, Titanium, Sport or Platinum); on SE Base FWD	400	380
999	Engine, 2.0 Liter 4-Cylinder EcoBoost Turbo Includes Steering Wheel Gear Shift Paddles [Requires Option Package (201A) or Option Package (202A) on SE Base FWD] [Requires Ebony Black Wheels (64D) or Premium Painted Luxury Wheels (64B) when ordered with Option Package (202A)] (N/A on S, SE Hybrid, SE Energi, Titanium Hybrid, Titanium Energi, Sport, Platinum Hybrid or Platinum Energi) (Standard on SE Base AWD, Titanium Base and Platinum Base); on SE Base FWD with Option Package (201A)	1,795	1,705
	On SE Base FWD with Option Package (202A)	1,000	950
55M	Floor Mats, All-Weather Front and Rear (Dealer Installed) [Included with Cold Weather Package (91A)]	120	114
12C	Floor Mats, Premium Front and Rear Includes Premium Cargo Mat (N/A on S or Sport) (Standard on Platinum); on SE and Titanium	175	166
13B	Moonroof, Power Glass Includes Garage Door Opener (N/A on S) (Standard on Platinum); On SE, Titanium and Sport	1,095	1,040
60N	Navigation System, Voice Activated with Touch Screen and Pinch-to-Zoom Capabilities [Requires Technology Package (14K/14L) on SE and Requires Option Package (401A) on Sport] (N/A on S) (Standard on Platinum); on SE, Titanium and Sport	795	755
66B	Paint Protection Film (Dealer Installed)	395	375
---	Paint, Blue Metallic (FT), Ingot Silver Metallic (UX), Magnetic Metallic (J7) or Shadow Black (G1)	N/C	N/C
YZ	Paint, Oxford White (YZ) or Lightning Blue Metallic (N6) (N/A on Platinum); on S, SE, Titanium and Sport	N/C	N/C
---	Paint, Ruby Red Metallic Tinted	395	375
GN	Paint, White Gold Metallic (N/A on Sport); on S, SE, Titanium and Platinum	N/C	N/C
UG	Paint, White Platinum Tri-Coat Metallic (N/A on S); on SE, Titanium, Sport and Platinum	595	565
RR	Painty, Burgundy Velvet Metallic Tinted (N/A on S); on SE, Titanium, Sport and Platinum	395	375
18C	Park Assist, Enhanced Active with Park Out Assist & Perpendicular Park [Requires Option Package (202A) and Technology Package (14K/14L) on SE Base, Option Package (602A) on SE Hybrid and Requires Option Package (401A) on Sport] (N/A on S) (Standard on Platinum); on SE, Titanium and Sport	995	945
67B	Seat Belts, Inflatable Rear	225	214

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2018 Ford Fusion (Continued)

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

MFG CODE		MFG RETAIL	UBS W'SALE
46B	Seats, Cooled Front [Requires Option Package (401A) on Sport] (N/A on S or SE) (Standard on Platinum); on Titanium and Sport	\$ 395	\$ 375
14K/14L	Technology Package Includes SYNC 3 with Enhanced Voice Recognition, AppLink, 911 Assist, 2 Smart Charging USB Ports and 8" LCD Touch Screen with Swiping & Pinch-to-Zoom Capabilities Communication & Entertainment System, Two 4.2" Configurable LCD Displays Instrument Cluster, 11-Speakers, Premium AM/FM Stereo Radio with CD & MP3 and Reverse Sensing System (N/A on S, SE Energi, Titanium, Sport or Platinum) (Pricing Includes Package Discount); on SE Base also Includes Dual-Zone Automatic Air Conditioning	595	565
	On SE Hybrid also Includes 110 Volt Power Outlet	495	470
T7Z	Tires, P235/40YR-19 Summer (N/A on S, SE, Titanium or Platinum); on Sport	195	185
T7L	Tires, P235/45R-18 Summer [Requires Option Package (201A) or Option Package (202A) and Requires 1.5 Liter 4-Cylinder EcoBoost Turbo Engine (99D) or 2.0 Liter 4-Cylinder EcoBoost Turbo Engine (999) on SE Base] (N/A on S, SE Hybrid, Titanium Base FWD, Titanium Hybrid, Sport or Platinum); on SE Base and Titanium Base AWD	195	185
64B	Wheels, 18" Machine-Faced Aluminum with Magnetic Painted Pockets Includes P235/45R-18 Tires [Requires Option Package (202A) on SE Base and Option Package (602A) on SE Hybrid] (N/A on S, Sport or Platinum) (Standard on Titanium Base and Titanium Hybrid); on SE and Titanium Energi	695	660
64W	Wheels, 19" Machine-Faced Aluminum with Magnetic Painted Pockets Includes 19" Tires (N/A on S, SE, Titanium Hybrid, Titanium Energi, Sport or Platinum); on Titanium Base . .	795	755
64D	Wheels, Sparkle Silver Painted Aluminum [N/A with Option Package (101A) on S Base] (Standard on S Hybrid and SE) (N/A on Titanium, Sport or Platinum); on S Base	695	660

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.



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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.

Washington 301.657.1920

Baltimore 410.792.9070

ubs4cars.com

2018 Ford Mustang

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)
MUSTANG COUPE			
P8T/100A	Mustang EcoBoost Base RWD 2-Door Fastback Coupe with Option Package (100A)	\$ 26,485	\$ 25,409
P8T/200A	Mustang EcoBoost Premium RWD 2-Door Fastback Coupe with Option Package (200A)	31,500	29,892
P8C/300A	Mustang GT Base RWD 2-Door Fastback Coupe with Option Package (300A)	39,995	34,140
P8C/400A	Mustang GT Premium RWD 2-Door Fastback Coupe with Option Package (400A)	39,995	37,920

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MUSTANG CONVERTIBLE			
P8U/100A	Mustang EcoBoost Base RWD 2-Door Convertible with Option Package (100A)	31,985	30,662
P8U/200A	Mustang EcoBoost Premium RWD 2-Door Convertible with Option Package (200A)	37,000	35,090
P8F/400A	Mustang GT Premium RWD 2-Door Convertible with Option Package (400A)	45,495	43,118

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
101A	Includes Dual-Zone Automatic Air Conditioning, SYNC 3 with Enhanced Voice Recognition, 911 Assist, 2-Smartphone Charging USB Ports & 8" LCD Touch Screen Communication & Entertainment System with Swiping Capability, Remote Control Engine Start, P235/50R-18 Tires, 9-Speakers, SiriusXM Feature with 6-Months of Service, AM/FM Stereo Radio with CD, Reverse Sensing System, 6-Way Power Driver's Seat Adjuster, 6-Way Power Passenger's Seat Adjuster, Power Driver's Lumbar Seat Adjuster, Apple CarPlay & Android Auto Smartphone Interface, Black Decklid Spoiler and Machined-Face Aluminum Wheels with High Gloss Ebony Black Painted Pockets	\$ 2,000	\$ 1,900
ECOBOOST PREMIUM			
200A	Includes Standard Equipment (See the UBS Sales Representative for Complete Standard Equipment.)	N/C	N/C
201A	Includes SYNC Connect Communication System, Voice Activated Navigation System, Premier Trim with Color Accent Group, Premium Plus Package and SiriusXM Traffic & Travel Link Radio Equipment with 5-Years of Service	2,200	2,090

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2018 Ford Mustang (Continued)

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

MFG CODE		MFG RETAIL	UBS W'SALE
GT BASE			
300A	Includes Standard Equipment (See the UBS Sales Representative for Complete Standard Equipment.)	N/C	N/C
301A	Dual-Zone Automatic Air Conditioning, SYNC 3 with Enhanced Voice Recognition, 911 Assist, 2-Smartphone Charging USB Ports & 8" LCD Touch Screen Communication & Entertainment System with Swiping Capability, Ambient Lighting, 9-Speakers, SiriusXM Feature with 6-Months of Service, AM/FM Stereo Radio with CD and Apple CarPlay & Android Auto Smartphone Interface	\$ 2,000	\$ 1,900
VISIT US AT UBS4CARS.COM.			
GT PREMIUM			
400A	Includes Standard Equipment (See the UBS Sales Representative for Complete Standard Equipment.)	N/C	N/C
401A	Includes SYNC Connect Communication System, Voice Activated Navigation System, Premier Trim with Color Accent Group, Premium Plus Package and Heated Steering Wheel	2,200	2,090

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

MFG CODE		MFG RETAIL	UBS W'SALE
455	Axle Ratio, 3.55 with Limited Slip [Requires Automatic Transmission (44U)] (N/A on EcoBoost); on GT	\$ 495	\$ 470
60B	Black Accent Package Includes Black Badges, Black Decklid Spoiler and Painted Black Aluminum Wheels [N/A with Interior & Wheel Package (601), GT Performance Package (67G) or Wheels (641)]	995	945
69C	Carbon Sport Interior Includes Carbon Fiber Instrument Panel, Alcantara Seat & Door Inserts & Carbon Fiber Shift Knob [N/A with Option Package (201A) or Option Package (401A)] (N/A on EcoBoost Base or GT Base); on EcoBoost Premium and GT Premium . .	1,195	1,135
96B	Damping System, MagenRide [Requires Option Package (101A) on EcoBoost Base, Option Package (301A) on GT Base and Performance Package (67E/67G)] [Included with Performance Package Level 2 (673)]	1,695	1,610
19B	Exhaust, Performance Active Valve [Requires Option Package (301A) on GT Base] (N/A on EcoBoost); on GT	895	850
12A	Floor Mats, Premium Front and Rear	120	114
91N	Navigation System, Voice Activated Includes Touch Screen Monitor and SiriusXM Traffic & Travel Link with 5-Years of Service [Require Option Package (101A) on EcoBoost Base or Option Package (301A) on GT Base] [N/A with Option Package (201A) on EcoBoost Premium or Option Package (401A) on GT Premium]	795	755
---	Paint, Ingot Silver Metallic (UX), Kona Blue Metallic (L6), Lightning Blue Metallic (N6), Magnetic Metallic (J7), Oxford White (YZ), Race Red (PQ) or Shadow Black (G1)	N/C	N/C
REMEMBER TO ASK ABOUT INCENTIVES.			
---	Paint, Orange Fury Metallic Tricoat (NL) or Triple Yellow Tricoat (H3)	495	470
---	Paint, Ruby Red Metallic Tinted (RR) or Royal Crimson Metallic Tinted (R3)	395	375
67E/67G	Performance Package Includes Unique Anti-Lock Braking System, Unique Chassis Tuning, Gauge Pack, Larger Radiator, Rear Spoiler Delete (13D), HD Front Springs, Unique Tuning Stability Control, Larger Rear Stabilizer Bar and Unique Electric Power Assist Steering [N/A with Limited Use Spare Tire (66W), Black Accent Package (60B), Pony Package (54P), Wheel & Stripe Package (60W), Polished Aluminum Wheels (648) or Premium Painted Aluminum Wheels (649)]; on EcoBoost Also Includes 3.55 Axle Ratio (455), Larger Brake Rotors with 4-Piston Calipers, P255/40R-19 Summer Performance Tires and Ebony Black Painted Aluminum Wheels	2,495	2,370
	On GT Also Includes 3.55 Axle Ratio with Torsen Limited Slip (on Automatic), 3.73 Axle Ratio with Torsen Limited Slip (on Manual), Larger Brake Rotors with Brembo 6-Piston Front Calipers, K-Brace, P255/40R-19 Front and P275/40R-19 Rear Summer Performance Tires, Strut Tower Brace and Ebony Black Painted Aluminum Wheels	3,995	3,795

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2018 Ford Mustang (Continued)

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

MFG CODE		MFG RETAIL	UBS W'SALE
673	Performance Package Level 2 Includes 3.73 Axle Ratio with Torsen Limited Slip, Larger Brake Rotors with Brembo 6-Piston Front Calipers, MagneRide Damping System (96B), K-Brace, P305/30R-19 Summer Tires, Larger Radiator, Unique Rear Spoiler, Unique Tuning Stability Control and Premium Dark Tarnished Painted Aluminum Wheels [N/A with Automatic Transmission (44U), Black Painted Roof (94B), Limited Use Spare Tire (66W), Black Accent Package (60B), Luster Nickel Forged Aluminum Wheels (64L/647) or Machined-Face Aluminum Wheels (641)] [Requires Option Package (301A)] (N/A on EcoBoost or GT Premium Convertible); on GT Base and GT Premium Coupe	\$ 3,995	\$ 3,795
54P	Pony Package Includes Premium Carpeted Floor Mats with Embroidered Pony Logo, Unique Upper & Lower Grilles, P255/40R-19 Tires, Side Stripes and Polished Aluminum Wheels (648) [N/A with Black Accent Package, Performance Package (67E/67G), Wheel & Stripe Package (60W), Luster Nickel Forged Aluminum Wheels (64L/647) or Premium Painted Aluminum Wheels (649)]; on EcoBoost Premium Coupe Also Includes Bright Belting and Window Surround Moldings	995	945
	On EcoBoost Premium Convertible	895	850
583	Radio, Shaker Pro Includes 12-Speakers and HD Radio (N/A on EcoBoost Base or GT Base); on EcoBoost Premium and GT Premium	895	850
94B	Roof, Painted Black [Requires Black Accent Package (60B)]	N/C	N/C
77S	Safe & Smart Package Includes Blind Spot Information System with Cross Traffic Alert, Automatic Emergency Braking, Forward Collision Warning System with Brake Support, Adaptive Cruise Control, Automatic High Beam Headlamps, Lane Keeping Alert, Ambient Lighting, Memory For Outside Mirrors and Driver's Seat, Pre-Collision Assist with Pedestrian Detection and Rain Sensing Windshield Wipers (N/A on EcoBoost Base or GT Base); on EcoBoost Premium and GT Premium	1,495	1,420
S - -	Seats, Leather Surfacd Recaro Sport Bucket (N/A on EcoBoost Base, EcoBoost Premium Convertible, GT Base or GT Premium Convertible); on EcoBoost Premium Coupe and GT Premium Coupe	1,595	1,515
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	375
13D	Spoiler Delete, Rear [Included with EcoBoost Performance Package (67E/67G)] [N/A with Black Accent Package (60B)] [Requires Option Package (101A) on EcoBoost Base]	N/C	N/C
66W	Tire, Limited Use Spare [N/A with EcoBoost Performance Package (67E/67G), Performance Package Level 2 (673) or Luster Nickel Forged Aluminum Wheels (647/64L)]	405	385
DO YOU HAVE A UBS PURCHASE CERTIFICATE?			
44U	Transmission, 10-Speed Automatic with SelectShift Includes 3.15 Axle Ratio, Leather-Wrapped Shift Knob and Steering Wheel Gear Shift Paddles; on EcoBoost Base.	1,595	1,515
	On EcoBoost Premium and GT also Includes Remote Control Engine Start	1,595	1,515
60W	Wheel & Stripe Package Includes P255/40R-19 Tires, Bodyside Stripes and Low Gloss Black Painted Machined Aluminum Wheels [N/A with Pony Package (54P), Black Accent Package (60B), Performance Package (67E/67G), Luster Nickel Forged Aluminum Wheels (64L), Polished Aluminum Wheels (648) or Premium Painted Aluminum Wheels (649)] (N/A on GT); on EcoBoost	895	850
647/64L	Wheels, Luster Nickel Forged Aluminum [Requires Performance Package (67E/67G)]	795	755
641	Wheels, Machined Face Aluminum with Low Gloss Ebony Black Painted Pockets (N/A on Premium); on Base	295	280
648	Wheels, Polished Aluminum [Included with Pony Package (54P)] [Requires Option Package (101A) on EcoBoost] (N/A on GT Base)	1,095	1,040
649	Wheels, Premium Painted (N/A on Base); on Premium	1,295	1,230

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.

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United Buying Service

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Washington 301.657.1920

Baltimore 410.792.9070

ubs4cars.com

2018 Ford Taurus

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)
TAURUS FWD SEDAN			
P2D/100A	Taurus SE FWD 4-Door Sedan with Option Package (100A)	\$ 28,470	\$ 27,027
P2E/200A	Taurus SEL FWD 4-Door Sedan with Option Package (200A).	30,900	29,324
P2F/301A	Taurus Limited FWD 4-Door Sedan with Option Package (301A)	37,980	36,014
<div style="border: 1px solid black; padding: 5px;"> <p>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 <u>rebates</u> from the manufacturer to the customer. Also, <u>incentives</u> from the manufacturer to the dealer will be offered when available by the UBS dealer representative to the UBS customer to further <u>lower your cost</u> at the time of delivery.</p> </div>			
TAURUS AWD SEDAN			
P2H/200A	Taurus SEL AWD 4-Door Sedan with Option Package (200A)	32,750	31,072
P2J/301A	Taurus Limited AWD 4-Door Sedan with Option Package (301A).	39,830	37,763
P2K/401A	Taurus SHO AWD 4-Door Sedan with Option Package (401A).	43,645	41,368

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

MFG CODE		MFG RETAIL	UBS W'SALE
SE			
100A	Includes Standard Equipment (See the UBS Sales Representative for Complete Standard Equipment.)	N/C	N/C
SEL			
200A	Includes Standard Equipment (See the UBS Sales Representative for Complete Standard Equipment.)	N/C	N/C
201A	Includes SYNC 3 with Enhanced Voice Recognition, AppLink, 911 Assist, 2-Smart Charging USB Ports & 8" LCD Touch Screen Communication & Entertainment System, Push Button Engine Start with Intelligent Access, Power Adjustable Pedals, Additional Instrument Panel Center Speaker and Apple CarPlay & Android Auto Smartphone Interface	\$ 1,050	\$ 999
LIMITED			
301A	Includes Standard Equipment (See the UBS Sales Representative for Complete Standard Equipment.)	N/C	N/C
SHO			
401A	Includes Standard Equipment (See the UBS Sales Representative for Complete Standard Equipment.)	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
97C	Cargo Organizer (Dealer Installed)	\$ 200	\$ 190

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2018 Ford Taurus (Continued)

FACTORY INSTALLED OPTIONAL EQUIPMENT

MFG CODE		MFG RETAIL	UBS W'SALE
19A	Driver Assist Package Includes Collision Warning with Brake Support, Adaptive Cruise Control and Lane Departure Warning System with Lane Keep Assist & Active Park Assist [N/A with Performance Package (12S) or 15-Spoke Low Gloss Machined Finish Aluminum (64E)] (N/A on SE or SEL); on Limited and SHO	\$ 1,995	\$ 1,895
97M	Floor Mats, All-Weather Front and Rear (Dealer Installed)	90	86
439	Moonroof, Power Glass [Requires Option Package (201A) on SEL] (N/A on SE); on SEL, Limited and SHO	995	945
20N	Navigation System, Voice Activated [Requires Option Package (201A) on SEL] (N/A on SE); on SEL, Limited and SHO	795	755
---	Paint, Blue Metallic (FT), Ingot Silver Metallic (UX), Magnetic Metallic (J7) or Shadow Black (G1)	N/C	N/C
---	Paint, Burgundy Velvet Metallic Tinted (R3) or Ruby Red Metallic Tinted (RR) (N/A on SE); On SEL, Limited and SHO	395	375
YZ	Paint, Oxford White (N/A on Limited or SHO); on SE and SEL	N/C	N/C
HAVE YOU CALLED UBS?			
GN	Paint, White Gold Metallic (N/A on SHO); on SE, SEL and Limited	N/C	N/C
GN	Paint, White Platinum Metallic Tricoat (N/A on SE); on SEL, Limited and SHO	595	565
12S	Performance Package Includes 3.16 Axle Ratio, Performance Brake Pads, Track Mode/True Off Electronic Stability Control, EPAS Calibrated Steering, Alcantara Suede-Wrapped Steering Wheel, Unique Sport Suspension, Tire Sealant & Inflator Kit and P245/45R-20 Summer Performance Tires (Deletes Standard Conventional Spare Tire) [N/A with Driver Assist Package (19A) or 15-Spoke Low Gloss Machined Finish Aluminum Wheels (64E)] (N/A on SE, SEL or Limited); on SHO	1,300	1,235
J--	Seat Trim, Leather Surfacd Bucket Includes Heated Front Seats (N/A on SE, Limited or SHO); on SEL	1,495	1,420
Q--	Seat Trim, Leather Surfacd Bucket with Miko Suede Inserts and Logo (N/A on SE, SEL or Limited); on SHO	N/C	N/C
97P	Smokers Package Includes Ashtray Cup and Cigarette Lighter (Dealer Installed)	90	86
12L	Spoiler, Rear (N/A on SE) (Standard on SHO); on SEL and Limited	275	261
64E	Wheels, 15-Spoke Low Gloss Machined Finish Aluminum Includes P245/45R-20 Tires [N/A with Performance Package (12S) on SHO] [Requires Option Package (201A) on SEL] (N/A on SE or Limited); on SEL	695	660
	On SHO	N/C	N/C
64C	Wheels, Polished Aluminum Includes P245/45R-20 Tires (N/A on SE, SEL or SHO); on Limited	695	660

Understanding the difference

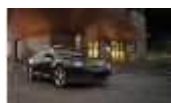
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What to do

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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■ 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.



United Buying Service

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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Washington Area

Baltimore Area

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2018 GENESIS

How to use the United Buying Service Price Book:

1. Offer the member or employee access to the **2017 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 2017 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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2018 Genesis G80

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)
G80 RWD			
B2402R65	G80 3.8L RWD 4-Door Sedan	\$ 42,725	\$ 40,667
B2432R65	G80 3.3T Sport RWD 4-Door Sedan	56,225	53,222
B2452R85	G80 5.0L RWD 4-Door Sedan	57,975	54,849

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G80 AWD			
B2402A65	G80 3.8L AWD 4-Door Sedan	45,225	42,992
B2432A65	G80 3.3T Sport AWD 4-Door Sedan	58,725	55,547
B2452A85	G80 5.0L AWD 4-Door Sedan	60,475	57,174

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

MFG CODE		MFG RETAIL	UBS W'SALE
RP	Bumper Applique (Port Installed)	\$ 70	\$ 57
CT	Cargo Tray, Reversible (Port Installed)	100	81
FK	First Aid Kit (Port Installed)	45	36
MG	Mud Guards (Port Installed)	115	93
RY5	Paint, Adriatic Blue (Late Availability) (N/A on 3.3T Sport); on 3.8L and 5.0L	N/C	N/C
YW6	Paint, Casablanca White (N/A on 5.0L); on 3.8L and 3.3T Sport	N/C	N/C
YB6	Paint, Caspian Black (YB6) (N/A After 05/01/17)	N/C	N/C
N5M	Paint, Himalayan Gray or Victoria Black (T5K)	N/C	N/C
YN6	Paint, Manhattan Brown (N/A after 05/01/17) (N/A on 3.3T Sport or 5.0L); on 3.8L	N/C	N/C
V6S	Paint, Partisian Gray (N/A after 04/01/17) (N/A on 3.3T Sport); on 3.8L and 5.0L	N/C	N/C
YG6	Paint, Patagonia Blue (N/A after 03/01/17) (N/A on 3.3T Sport); on 3.8L and 5.0L	N/C	N/C
P5C	Paint, Polar Ice (N/A on 3.8L or 5.0L); on 3.3T Sport	N/C	N/C
---	Paint, Santiago Silver (Y6S) or Serengeti Brown (U5B) (N/A on 3.3T Sport or 5.0L); on 3.8L	N/C	N/C
TR5	Paint, Seville Red (N/A after 05/01/17) (N/A on 3.8L or 5.0L); on 3.3T Sport	N/C	N/C
RGY	Paint, Sierian Ice (Late Availability) (N/A on 3.8L or 5.0L); on 3.3T Sport	N/C	N/C
02	Premium Package; on 3.8L	5,000	4,650
03	Ultimate Package [Requires Premium Package (02)]; on 3.8L	5,100	4,743
WL	Wheel Locks (Port Installed)	55	45

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2018 GMC

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2018 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-1 Front-Wheel Drive 4-Door Sport Utility Vehicle	\$ 33,595	\$ 32,885
TNC26/3SB	Acadia SLE-2 Front-Wheel Drive 4-Door Sport Utility Vehicle	36,195	35,420
TND26/4SA	Acadia SLT-1 Front-Wheel Drive 4-Door Sport Utility Vehicle	39,495	38,638
TNE26/4SB	Acadia SLT-2 Front-Wheel Drive 4-Door Sport Utility Vehicle	42,895	41,953
TNF26/5SA	Acadia Denali Front-Wheel Drive 4-Door Sport Utility Vehicle	46,095	45,073

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ACADIA AWD			
TNJ26/3SA	Acadia SLE-1 All-Wheel Drive 4-Door Sport Utility Vehicle	35,595	34,835
TNK26/3SB	Acadia SLE-2 All-Wheel Drive 4-Door Sport Utility Vehicle	38,195	37,370
TNL26/4SA	Acadia SLT-1 All-Wheel Drive 4-Door Sport Utility Vehicle	42,595	41,660
TNM26/4SB	Acadia SLT-2 All-Wheel Drive 4-Door Sport Utility Vehicle	44,895	43,903
TNN26/5SA	Acadia Denali All-Wheel Drive 4-Door Sport Utility Vehicle	48,095	47,023

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

MFG CODE		MFG RETAIL	UBS W'SALE
PDD	All Terrain Adventure Package Includes Cargo Stabilizer and Cargo Tie Down System (Dealer Installed) (Limited Availability) [Requires All Terrain Package (GAT)] [N/A with All Terrain Cargo Package (PDL)] (N/A on SLE-1, SLE-2 FWD, SLT-1 FWD, SLT-2 or Denali); on SLE-2 AWD	\$ 795	\$ 723
	On SLT-1 AWD	325	296
PDL	All Terrain Cargo Package Includes Floor Mounted Cargo Net, Retractable Cargo Shade, Cargo Tie-Downs and Vertical Cargo Net. (Dealer Installed) (Limited Availability) [Requires All-Terrain (GAT)] [N/A with All Terrain Adventure Package (PDD)] (N/A on SLE, SLT-1 FWD, SLT-2 or Denali); on SLT-1 AWD	350	319

REMEMBER TO ASK ABOUT INCENTIVES.

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2018 GMC Acadia (Continued)

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

MFG CODE		MFG RETAIL	UBS W'SALE
GAT	All Terrain Package Includes Advanced All-Wheel Drive System, Rear Air Vents, Hill Descent Control, Black Roof Rails, 5-Passenger Seating and Aluminum Wheels [N/A with Integrated Cargo Liner (CAV), Cargo Package (PDG), Sparkling Silver Metallic Paint (GWT) or Summit White Paint (GAZ)] [Requires Driver Alert Package (B26) on SLE-2] (N/A on SLE-1, SLE-2 FWD, SLT-1 FWD, SLT-2 or Denali); on SLE-2 AWD Also Includes Universal Home Remote Garage Door Opener and 3.6L V6 Engine (LGX)	\$ 2,045	\$ 1,861
	On SLT-1 AWD also Includes Cargo Management System and P235/55HR-20 Tires . .	1,800	1,638
VXW	Assist Steps, Molded (Dealer Installed) (Limited Availability) [Included with Convenience Package (PDE)]	695	632
PDB	Black Accent Package Includes Dark Finish Rear License Plate Trim, Black Finish Grille and Dark Finish Tail Lights [N/A with All Terrain Package (GAT)] (Dealer Installed) (Limited Availability) (N/A on Denali); on SLE and SLT	1,195	1,087
VK3	Bracket, Front License Plate	40	36
CAV	Cargo Liner, Integrated (Dealer Installed) (Limited Availability) [Included with Cargo Package (PDG)] [N/A with All Terrain Package (GAT)]	125	114
PDG	Cargo Package Includes Integrated Cargo Liner (CAV), Vertical Cargo Net and Retractable Cargo Shade [N/A with All-Terrain (GAT)]	315	287
PDE	Convenience Package, Exterior Includes Molded Assist Steps (VXW) and Roof Rail Crossbars (N/A on SLE-1); on SLE-2, SLT and Denali	860	783
B26	Driver Alert Package 1 Includes Side Blind-Zone Alert with Lane Change Alert, Rear Cross Traffic and Rear Park Assist (N/A on SLE-1, SLT-2 or Denali) (Standard on SLT-1); on SLE-2	790	719
LGX	Engine, 3.6L V6 [Included with All Terrain Package (GAT)] (N/A on SLE-1 FWD) (Standard on SLT-1 AWD, SLT-2 and Denali); on SLE-1 AWD, SLE-2 and SLT-1 FWD	1,095	996
UJ5	Entertainment System, DVD Rear Seat Includes Dual Headrest DVD Players (Dealer Installed) (Limited Availability) [N/A with Tablet Holders (SIF) or Tablet Holders (SIL)]	1,995	1,815
PDF	Floor Liner Package Includes Front and Second Row All-Weather Floor Mats [N/A with Protection Package (PDC) or Interior Protection Package (PDH)]; on Models without All-Terrain Package (GAT) also Includes Third Row All-Weather Floor Mats	260	236
	on SLE-2 AWD and SLT-1 AWD with All-Terrain Package (GAT)	200	182
K05	Heater, Engine Block	100	91
5ZI	Mobile Device, Wireless Charging (Dealer Installed) (Limited Availability)	375	341
---	Paint, Black Cherry Metallic (GGA), Blue Steel Metallic (G35), Crimson Red Tintcoat (GIE), Ebony Twilight Metallic (GB8), Iridium Metallic (GXG) or Quicksilver Metallic (GAN)	395	359
GJB	Paint, Mineral Metallic (N/A on SL, SLE or SLT); on Denali	395	359
GAZ	Paint, Summit White (N/A on Denali); on SL, SLE and SLT	N/C	N/C
G1W	Paint, White Frost Tricoat (N/A on SLE-1); on SLE-2, SLT and Denali	995	906
PDC	Protection Package Includes Front and Second Row All-Weather Floor Mats and Front and Rear Splash Guards (VQK) [N/A with Floor Liner Package (PDF) or Interior Protection Package (PDH)]; on Models without All-Terrain Package (GAT) also Includes Third Row All-Weather Floor Liner	375	341
	On SLE-2 AWD and SLT-1 AWD with All-Terrain Package (GAT)	300	273
PDH	Protection Package, Interior Includes Front and Second Row All-Weather Floor Mats, All-Weather Third Row Floor Liner and All Weather Cargo Mat (Dealer Installed) [N/A with Protection Package (PDC), Cargo Package (PDG), Integrated Cargo Liner (CAV) or Floor Liner Package (PDF)]; on Models without All-Terrain Package (GAT) also Includes Third Row All-Weather Floor Liner	300	273
	On SLE-2 AWD and SLT-1 AWD with All-Terrain Package (GAT)	350	319
IO5	Radio, AM/FM Stereo with SiriusXM, IntelliLink and Touch Screen Includes 8" Color Touch Screen Monitor, 5-USB Ports Radio Equipment, Apple CarPlay, Android Auto Smartphone Interface and Voice Activation System (N/A on SLE-1 or Denali) (Standard on SLT); on SLE-2	920	837
IO6	Radio, AM/FM Stereo with SiriusXM, IntelliLink, Navigation and Touch Screen Includes 8" Color Touch Screen Monitor, 5-USB Ports Radio Equipment, Apple CarPlay, Android Auto Smartphone Interface and Voice Activation System (N/A on SLE) (Standard on Denali); on SLT	495	450
ABA	Seating, 7-Passenger Includes Front Bucket Seats and 3-Passenger Split Flat Fold Center, and 2-Passenger Flat Fold Rear Seats (Standard on SLE-1); on SLE-2, SLT and Denali . .	N/C	N/C

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2018 GMC Acadia (Continued)

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, Front and Rear (Dealer Installed) (Limited Availability) [Included with Protection Package (PDC)]	\$ 160	\$ 146
C3U	Sunroof, Dual SkyScape Power Front and Fixed Rear [Requires Radio (IO5) on SLE-2] (N/A on SLE-1); on SLE-2 also Includes Universal Home Remote Garage Door Opener	1,500	1,365
	On SLT and Denali	1,400	1,274
SIF	Tablet Holders, 2-Universal (Dealer Installed) (Limited Availability)	195	177
DO YOU HAVE A UBS PURCHASE CERTIFICATE?			
SIL	Tablet Holders, Universal Includes 2-USB Ports Radio Equipment (Dealer Installed) (Limited Availability)	250	228
PCH	Technology Package Includes Surround Vision System, Adaptive Cruise Control and Automatic Collision Preparation (N/A on SLE or SLT); on Denali	1,395	1,269
VR2	Trailer Hitch [N/A with 3.6L V6 Engine (LGX)] [N/A on SLE-1, SLT-1 AWD, SLT-2 or Denali]; on SLE-2 and on SLT-1 FWD	350	319
V92	Trailer 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 Audio System (IO5) on SLE-2 and Requires 3.6L V6 Engine (LGX) on SLE-2 and SLT-1 FWD] (N/A on SLE-1) (Standard on SLT-2 and Denali); on SLE-2 and SLT-1	650	592
SFE	Wheel Locks (Dealer Installed) (Limited Availability)	70	64
SH9	Wheels, Midnight Silver Premium Painted Aluminum (Dealer Installed) (Limited Availability) [Requires 3.6L Engine (LGX)] [N/A with All Terrain Package (GAT)]; on SLE and SLT-1	2,295	2,088
	On SLT-2 and Denali	1,795	1,633
SHA	Wheels, Ultra Bright Machined Faced Aluminum with Satin Graphite Pockets (Dealer Installed) (Limited Availability) [Requires 3.6L V6 Engine (LGX)] [N/A with All Terrain Package (GAT)]; on SLE and SLT-1	2,295	2,088
	On SLT-2 and Denali	1,795	1,633

Understanding the difference

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What to do

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2018 GMC Canyon

To Calculate the UBS Price:

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MFG CODE	MODELS	MFG RETAIL	UBS W'SALE (Includes Freight)
CANYON CREW CAB RWD			
T2M43/2VL	Canyon Base RWD Crew Cab Short Box 4-Door Pickup	\$ 28,195	\$ 27,620
T2T43/2VL	Canyon Base RWD Crew Cab Long Box 4-Door Pickup	29,795	29,180
T2N43/2LE	Canyon SLE RWD Crew Cab Short Box 4-Door Pickup	31,395	30,740
T2U43/2LE	Canyon SLE RWD Crew Cab Long Box 4-Door Pickup	33,095	32,398
T2P43/2LT	Canyon SLT RWD Crew Cab Short Box 4-Door Pickup	35,795	35,030
T2V43/2LT	Canyon SLT RWD Crew Cab Long Box 4-Door Pickup	36,295	35,518
T2P43/2SD	Canyon Denali RWD Crew Cab Short Box 4-Door Pickup	40,595	39,710
T2V43/2SD	Canyon Denali RWD Crew Cab Long Box 4-Door Pickup	41,095	40,198
CANYON CREW CAB 4WD			
T2N43/4LE	Canyon SLE 4WD Crew Cab Short Box 4-Door Pickup	36,695	35,908
T2U43/4LE	Canyon SLE 4WD Crew Cab Long Box 4-Door Pickup	36,995	36,200
T2N43/4SB	Canyon All Terrain 4WD Crew Cab Short Box 4-Door Pickup	38,495	37,663
T2U43/4SB	Canyon All Terrain 4WD Crew Cab Long Box 4-Door Pickup	38,795	37,955
T2P43/4LT	Canyon SLT 4WD Crew Cab Short Box 4-Door Pickup	39,495	38,638
T2V43/4LT	Canyon SLT 4WD Crew Cab Long Box 4-Door Pickup	39,795	38,930
T2P43/4SD	Canyon Denali 4WD Crew Cab Short Box 4-Door Pickup	44,295	43,318
T2V43/4SD	Canyon Denali 4WD Crew Cab Long Box 4-Door Pickup	44,595	43,610
CANYON EXTENDED CAB RWD			
T2M53/2VL	Canyon Base RWD Extended Cab Short Box 4-Door Pickup	25,595	25,331
T2M53/2SA	Canyon SL RWD Extended Cab Short Box 4-Door Pickup	22,095	22,623
T2N53/2LE	Canyon SLE RWD Extended Cab Short Box 4-Door Pickup	29,495	28,888
CANYON EXTENDED CAB 4WD			
T2M53/4VL	Canyon Base 4WD Extended Cab Short Box 4-Door Pickup	30,495	30,178
T2N53/4LE	Canyon SLE 4WD Extended Cab Short Box 4-Door Pickup	33,695	32,983
T2P53/4SB	Canyon All Terrain 4WD Extended Cab Short Box 4-Door Pickup	35,795	35,030

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2018 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 Base Front-Wheel Drive 4-Door Sport Utility Vehicle	\$ 22,895	\$ 28,153
TXL26/3SB	Terrain SLE Diesel Front-Wheel Drive 4-Door Sport Utility Vehicle	32,595	31,910
TXM26/4SA	Terrain SLT Base Front-Wheel Drive 4-Door Sport Utility Vehicle	32,395	31,715
TXM26/4SB	Terrain SLT Diesel Front-Wheel Drive 4-Door Sport Utility Vehicle	36,995	36,200
TXN26/5SA	Terrain Denali Front-Wheel Drive 4-Door Sport Utility Vehicle	38,595	37,760
TERRAIN AWD			
TXB26/3SA	Terrain SLE Base All-Wheel Drive 4-Door Sport Utility Vehicle	30,595	29,960
TXB26/3SB	Terrain SLE Diesel All-Wheel Drive 4-Door Sport Utility Vehicle	34,395	33,665
TXC26/4SA	Terrain SLT Base All-Wheel Drive 4-Door Sport Utility Vehicle	34,095	33,373
TXC26/4SB	Terrain SLT Diesel All-Wheel Drive 4-Door Sport Utility Vehicle	36,995	36,200
TXD26/5SA	Terrain Denali All-Wheel Drive 4-Door Sport Utility Vehicle	40,295	39,418

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
WH6	Cargo Net, Horizontal (Dealer Installed) [N/A with Cargo Package (PDG) or Interior Protection Package (PDH)]	65	59
PDG	Cargo Package Includes Integrated Cargo Liner, Vertical Cargo Net and Retractable Cargo Shade [N/A with Interior Protection Package (PDH)]	295	268
PSI	Comfort Package Includes Heated Rear Seats, Ventilated Front Seats and Wireless Charging (N/A on SLE or SLT); on Denali	525	478
ZQ2	Convenience Package, Driver's Includes Dual-Zone Automatic Air Conditioning, Remote Control Engine Start, Black Roof Rails, 8-Way Power Driver's Seat Adjuster, Power Driver's Lumbar Seat Adjuster and Heated Front Seats (N/A on SLT or Denali) (Standard on SLE Diesel); on SLE Base	1,375	1,251
B26	Driver Alert Package I Includes Side Blind Zone Alert, Rear Cross Traffic Alert, Rear Park Assist and Safety Alert Seat [Requires Convenience Package (ZQ2) on SLE Base, Infotainment Package I (Y29) and Power Sunroof (C3U) on SLE Diesel, Preferred Package (6K5) on SLT Base and Requires Infotainment Package II (Y31) on SLT Diesel] (Standard on Denali); on SLE also Includes Dual Heated Power Outside Mirrors with Manual Fold & LED Turn Signals	890	810
	On SLT	840	764

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2018 GMC Terrain (Continued)

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

MFG CODE		MFG RETAIL	UBS W'SALE
BGP	Driver Alert Package II Includes Low Speed Forward Automatic Braking, Forward Collision Warning System, IntelliBeam Headlamps and Lane Keep Assist with Lane Departure Warning & Following Distance Sensor Indicator [Requires Preferred Package (6K5) and Driver Alert Package I (B26) on SLT Base and Requires Driver Alert Package I (B26), Infotainment Package II (Y31) and Power Sunroof (C3U) on SLT Diesel] (N/A on SLE); On SLT and Denali	\$ 495	\$ 450
LTG	Engine, 2.0 Liter 4-Cylinder Turbo Includes 3.17 Axle Ratio, Bright Dual Exhaust and Steel Spare Wheel (N/A on SLE Diesel or SLT Diesel) (Standard on Denali); on SLE Base also Includes 18" Silver Painted Aluminum Wheels (RSX)	1,745	1,588
	On SLT Base also Includes Machined Aluminum Wheels (PJH)	1,845	1,679
K05/KPK	Heater, Engine Block or Oil Pan	100	91
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 Base]	995	905
Y29	Infotainment Package I Includes Enhanced Multi-Color Driver's Information Center, 120 Volt Power Outlet, 2-USB Ports Radio Equipment, SD Card Reader Radio Equipment, SiriusXM Feature Radio Equipment with 3-Months of All Access Service and AM/FM Stereo Radio with Navigation & Touch Screen & Advanced Voice Recognition System [Requires Convenience Package (ZQ2) on SLE Base] (N/A on SLT or Denali); on SLE . .	995	905
Y31	Infotainment Package II Includes 7-Bose Speakers Radio Equipment and AM/FM Stereo Radio with Navigation & Touch Screen & HD Radio [Requires Preferred Package (6K5) on SLT Base and Requires Driver Alert Package I (B26) SLT Diesel] (N/A on SLE or Denali); on SLT	1,180	1,073
PDH	Interior Protection Package Includes All-Weather Cargo Mat and All-Weather Floor Mats (Dealer Installed) (Limited Availability) [N/A with Cargo Package (PDG)]	200	182
TB5	Liftgate, Power Programmable [Requires Convenience Package (ZQ2)] (Standard on SLE Diesel) (N/A on SLT or Denali); on SLE Base	400	364
---	Paint, Blue Steel Metallic (G35), Ebony Twilight Metallic (GB8), Graphite Gray Metallic (G7Q), Mineral Metallic (GJB), Quicksilver Metallic (GAN) or Satin Steel Metallic (69K) . .	395	359
GPJ	Paint, Red Quartz Tintcoat	495	450
GAZ	Paint, Summit White	N/C	N/C
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 (N/A on SLE) (Standard on SLT Diesel and Denali); on SLT Base	1,250	1,138
VLL	Roof Rail Crossbars (Dealer Installed) (Limited Availability) [Included with Hit The Road Package (PCX)] [Requires Driver's Convenience Package (ZQ2) on SLE Base]	270	246
WPR	Safety Package, Advanced Includes Surround Vision Camera System and Automatic Park Assist [Requires Driver Alert Package II (BGP)] (N/A on SLE or SLT); on Denali	745	678
S6W	Seat Cover, Protective Rear (Dealer Installed) (Limited Availability)	295	268
VQK	Splash Guards, Front and Rear (Dealer Installed) [N/A with Hit The Road Package (PCX) or Assist Steps (VXW)]	170	155
CF5	Sunroof, Power [Requires Convenience Package (ZQ2) on SLE Base, Driver Alert Package I (B26) and Infotainment Package I (Y29) on SLE Diesel, Preferred Package (6K5) on SLT Base and Requires Driver Alert Package I (B26), Driver Alert Package II (BGP) and Infotainment Package II (Y31) on SLT Diesel]	1,495	1,360
SIF	Tablet Holders, 2-Universal (Dealer Installed) (Limited Availability)	195	177
V92	Trailer Equipment Includes 4-Wire Connector & Class II Trailer Hitch Receiver (Dealer Installed) (Limited Availability) [Requires 2.0 Liter 4-Cylinder Turbo Engine (LTG) and Requires Convenience Package (ZQ2) on SLE Base and Preferred Package (6K5) on SLT Base] (N/A on SLE Diesel or SLT Diesel); on SLE Base, SLT Base and Denali	450	410
HAVE YOU CALLED UBS?			
SFE	Wheel Locks (Dealer Installed) (Limited Availability)	60	55
RSX	Wheels, 18" Silver Painted Aluminum [Included with 2.0 Liter 4-Cylinder Turbo Engine (LTG) on SLE Base] (N/A on SLE Diesel, SLT or Denali); on SLE Base	400	364
PJH	Wheels, Machined Aluminum with Gray Painted Accents [Included with 2.0 Liter 4-Cylinder Turbo Engine (LTG) on SLT Base] (N/A on SLE, SLT Diesel or Denali); on SLT Base . . .	500	455

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2018 GMC Yukon

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MFG CODE	MODELS	MFG RETAIL	UBS W'SALE (Includes Freight)
YUKON 2WD			
TC15706/3SA	Yukon Base SLE 2-Wheel Drive 4-Door Sport Utility Vehicle	\$ 50,395	\$ 48,782
TC15706/4SA	Yukon Base SLT 2-Wheel Drive 4-Door Sport Utility Vehicle	58,495	56,598
TC15706/5SA	Yukon Base Denali 2-Wheel Drive 4-Door Sport Utility Vehicle	67,495	65,283
YUKON 4WD			
TK15706/3SA	Yukon Base SLE 4-Wheel Drive 4-Door Sport Utility Vehicle	53,395	51,677
TK15706/4SA	Yukon Base SLT 4-Wheel Drive 4-Door Sport Utility Vehicle	61,495	59,493
TK15706/5SA	Yukon Base Denali All -Wheel Drive 4-Door Sport Utility Vehicle	70,495	68,178

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.

YUKON XL 2WD			
TC10906/3SA	Yukon XL SLE 2-Wheel Drive 4-Door Sport Utility	53,095	51,387
TC10906/4SA	Yukon XL SLT 2-Wheel Drive 4-Door Sport Utility Vehicle	61,195	59,204
TC10906/5SA	Yukon XL Denali 2-Wheel Drive 4-Door Sport Utility Vehicle	70,195	67,889
YUKON XL 4WD/AWD			
TK10706/3SA	Yukon XL SLE 4-Wheel Drive 4-Door Sport Utility Vehicle	56,095	54,282
TK10706/4SA	Yukon XL SLT 4-Wheel Drive 4-Door Sport Utility Vehicle	64,195	62,099
TK10906/5SA	Yukon XL Denali All-Wheel Drive 4-Door Sport Utility Vehicle	73,195	71,054

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

MFG CODE		MFG RETAIL	UBS W'SALE
RVQ	Assist Step Kit, Black (Dealer Installed) (Limited Availability) (N/A on Denali); on SLE and SLT	\$ 550	\$ 501
VXH	Assist Step Kit, Chrome (Dealer Installed) (Limited Availability) (N/A on Denali); on SLE and SLT	600	546
BRS	Assist Steps, Power Retractable Includes Perimeter Lighting [N/A with Splash Guards (VQK) or Splash Guards (VRV)] (N/A in SLE or SLT); on Denali	1,745	1,588
VK3	Bracket, Front License Plate	N/C	N/C

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2018 GMC Yukon (Continued)

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

MFG CODE		MFG RETAIL	UBS W'SALE
5JL	Brake Kit, Performance Front (Dealer Installed) (Limited Availability)	\$ 2,795	\$ 2,543
VLI	Cargo Mat, Premium All-Weather Rear (Dealer Installed) (Limited Availability) [Included with Interior Protection Package (PDH)]	85	77
VRS	Cargo Shade (Dealer Installed) (Limited Availability)	195	177
SOP	Console Insert (Dealer Installed) (Limited Availability) [N/A with Console Organizer (VKW)] .	60	55
VKW	Console Organizer, Front (Dealer Installed) (Limited Availability) [N/A with Split Bench Front Seat (AZ3) or Console Insert (SOP)]	45	41
PCI	Convenience Package Includes Universal Home Remote Garage Door Opener, Power Liftgate Release, Automatic Day/Night Inside Rearview Mirror and Power Adjustable Pedals [Included with Value Package (PDU)] (N/A on SLT or Denali); on SLE	730	664
VQQ	Crossbars, Black Roof Rail (Dealer Installed) (Limited Availability)	265	241
Y66	Cruise Control, Adaptive (N/A on SLE); on SLT and Denali	895	814
SOM	Door Sills, Illuminated (Dealer Installed) (Limited Availability) (N/A on Denali); on SLE and SLT	420	382
PCW	Driver Alert Package, Enhanced Includes Low Speed Forward Automatic Braking, Forward Collision Alert, IntelliBeam Automatic High Beam Headlamp Control, Lane Keep Assist with Lane Departure Warning and Driver's Seat Alert Safety (N/A on SLT or Denali); on SLE	545	496
UJ5	Entertainment System, DVD Headrest Includes Dual Headrest Monitors and 2-Headphones (Dealer Installed) (Limited Availability) [N/A with Open Road Package (PCJ)]	1,995	1,815
U42	Entertainment System, Rear Seat Includes Blue-Ray DVD Player, Overhead Monitor, Third Row DVD Monitor, 2-USB Ports, 4-Wireless Headphones and HDMI Input Radio [Included with Open Road Package (PCJ)] (N/A on SLE); on Base SLT and Base Denali .	1,720	1,565
	On XL SLT and XL Denali	1,820	1,656
VQZ	Exhaust Tip, Polished (Dealer Installed) (Limited Availability)	140	127
RIB	Floor Liner Package, All-Weather Includes Front, Center and Rear Floor Liners (Dealer Installed) (Limited Availability)	330	300
AAK	Floor Liners, All Weather Front & Center (Dealer Installed) (Limited Availability)	250	228
VAV	Floor Mats, Premium All-Weather Front, Rear and Center (Dealer Installed) (Limited Availability) [Included with Interior Protection Package (PDH)]	225	205
RZ9	Grille, Chrome (Dealer Installed) (Limited Availability) (N/A on Denali); on SLE and SLT . .	640	583
K05	Heater, Engine Block	100	91
SFV	Internet Connectivity, Wi-Fi Hotspot (Dealer Installed) (Limited Availability)	595	541
B85	Moldings, Bright Bodyside [Included with Premium Edition (PCL)] (Standard on Denali); on SLE and SLT	150	137
B86	Moldings, Color-Keyed Bodyside [N/A with Premium Edition (PCL)] (N/A on Denali); on SLE and SLT	100	91
PCJ	Open Road Package Includes Rear Seat Entertainment System (U42), Power Tilt/Sliding Sunroof (CF5) and SiriusXM Satellite Radio with SiriusXM NavTraffic with 1-Year of Service (Pricing Includes Package Discount) (N/A on SLE); on Base SLT also Includes AM/FM Stereo Radio (IO6)	2,880	2,621
	On XL SLT also Includes AM/FM Stereo Radio (IO6)	2,980	2,712
	On Base Denali	2,385	2,170
	On XL Denali	2,485	2,261
G1E	Paint, Crimson Red Tintcoat	495	450
	Paint, Dark Sapphire Blue Metallic (G1M), Iridium Metallic (GXG), Quicksilver Metallic (GAN) and Satin Steel Metallic (G9K)	395	359
GJB	Paint, Mineral Metallic (N/A on SLE or SLT); on Denali	395	359
---	Paint, Onyx Black (GBA) or Summit White (GAZ)	N/C	N/C
G1W	Paint, White Frost Tricoat (N/A on SLE); on SLT and Denali	995	905
PCL	Premium Edition Includes Polished Exhaust Tip (VQZ), Front Grille with Chrome Inserts, Bright Bodyside Moldings (B85), P285/45R22 Tires and 6-Spoke Split Chrome Wheels (Pricing Includes Package Discount) [N/A with Black Assist Step Kit (RVQ), Chrome Assist Step Kit (VXH), Tow Hooks (SDA) or Moldings (B86)] (N/A on SLE or Denali); on SLT	3,070	2,794
PDH	Protection Package, Interior Includes Premium All-Weather Cargo Mat (VLI) and Premium Front, Rear and Center Floor Mats (VAV) (Dealer Installed) (Limited Availability)	250	228
IO6	Radio, AM/FM Stereo with CD/ MP3, IntelliLink and Navigation System [Included with Open Road Package (PCJ)] (N/A on SLE) (Standard on Denali); on SLT	495	450

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2018 GMC Yukon (Continued)

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

MFG CODE		MFG RETAIL	UBS W'SALE
AZ3	Seat, Front Split Bench Includes Four 12 Volt Power Outlets and Underseat Cushion Locking Storage Bin (N/A on SLT or Denali); on SLE	\$ - 250	\$ - 220
ATT	Seat, Power Split Folding Center Bench (N/A on SLE) (Standard on SLT); on Denali	N/C	N/C
ATN	Seats, Two Center Bucket (N/A on SLE) (Standard on Denali); on SLT	795	723
UTT	Security Package, Enhanced Includes Vehicle Inclination and Interior Movement Alarm System Sensors, Glass Breakage Sensor, Self-Powered Horn and Door Lock Shields (N/A on SLE); on SLT and Denali	410	373
VRV	Splash Guards, Custom Molded Front and Rear (Dealer Installed) (Limited Availability) [N/A Black Assist Step Kit (RVQ) or Chrome Assist Step Kit (VXH) or Power-Retractable Side Steps (BRS)]	380	346
VQK	Splash Guards, Molded Front and Rear (Dealer Installed) (Limited Availability) [N/A Black Assist Step Kit (RVQ) or Chrome Assist Step Kit (VXH) or Power-Retractable Side Steps (BRS)]	170	155
CF5	Sunroof, Power Tilt/Sliding with Express Open & Close Includes Wind Deflector [Included with Open Road Package (PCJ)] (N/A on SLE); on SLT and Denali	995	905
SDA	Tow Hooks, Black (Dealer Installed) (Limited Availability) [N/A with Cruise Control (Y66) or Premium Edition (PCL)] (N/A Denali); on SLE and SLT	120	109
VQY	Tow Hooks, Chrome (Dealer Installed) (Limited Availability) [N/A with Cruise Control (Y66)] (N/A Denali); on SLE and SLT	200	182
S6N	Trailer Hitch Receiver Cover (Dealer Installed) (Limited Availability) (N/A Denali); on SLE and SLT	35	32
NHT	Trailer Package, Heavy Duty Includes 3.42 Axle Ratio, Standard Suspension Package and Integrated Trailer Brake Controller (N/A on Denali); on SLE 2WD and SLT 2WD	580	528
NHQ	On SLE 4WD and SLT 4WD also Includes and Active 2-Speed Transfer Case (NHQ)	780	710
NHQ	Transfer Case, 2-Speed Electronic Autotrac [Included with Trailer Package (NHT) on SLE 4WD and SLT 4WD] (N/A on 2WD) (Standard on Denali 4WD); on SLE 4WD and SLT 4WD	100	91
PEC	Ultimate Package Includes Power Retractable Assist Steps (BRS), Automatic Front Braking, Adaptive Cruise Control (Y66), Rear Seat Entertainment System (U42), Open Road Package (PCJ), Enhanced Security Package (UTT) and Ultra Bright Machined Aluminum Wheels (SII) (Pricing Includes Package Discount) (N/A on SLE or SLT); on Denali	6,930	6,306
PDU	Value Package Includes Universal Home Remote Garage Door Opener, Power Liftgate Release, Automatic Day/Night Inside Rearview Mirror, Power Adjustable Pedals and Polished Aluminum Wheels (Pricing Includes Package Discount) (N/A on SLT or Denali); On SLE	1,930	1,756
SFE	Wheel Locks (Limited Availability)	70	64
SEW	Wheels, 22" 5-Spoke Silver Ultra-Bright Machined Alloy with High Gloss Black Includes P285/45R-22 Tires (Dealer Installed) (Limited Availability) [N/A with Wheel Locks (SFE)]	2,995	2,725
SEV	Wheels, 22" 6-Spoke Black Includes P285/45R-22 Tires (Dealer Installed) (Limited Availability) [N/A with Wheel Locks (SFE)]	2,995	2,725
SFO	Wheels, 22" 6-Spoke Premium Silver Ultra-Bright Machined Alloy Includes P285/45R-22 Tires (Dealer Installed) (Limited Availability) [N/A with Wheel Locks (SFE)]	2,995	2,725
SF1	Wheels, 22" 7-Spoke Silver Includes P285/45R-22 Tires (Dealer Installed) (Limited Availability) [N/A with Wheel Locks (SFE)]	2,995	2,725
RX1	Wheels, 22" 7-Spoke Silver with Black Inserts Includes P285/45R-22 Tires (Dealer Installed) (Limited Availability) [N/A with Wheel Locks (SFE)]	2,995	2,725
RXN	Wheels, 22" 7-Spoke Silver with Chrome Inserts Includes P285/45R-22 Tires (Dealer Installed) (Limited Availability) [N/A with Wheel Locks (SFE)]	2,995	2,725
SMI	Wheels, 6-Spoke Chrome Includes P285/45R-22 Tires	2,900	2,639
RPT	Wheels, 6-Spoke Mult-Featured Design Chrome Includes P285/45R-22 Tires	2,900	2,639
RTL	Wheels, Chrome Includes P275/55R-22 Tires (N/A on SLE or SLT); on Denali	700	637
RD5	Wheels, Polished Aluminum Includes P275/55R-22 Tires (N/A on Denali); on SLE and SLT	1,700	1,547
SII	Wheels, Ultra Bright Machined Aluminum with Midnight Silver Premium Painted Pockets Includes P285/45R-22 Tires (N/A on SLE or SLT); on Denali	2,495	2,270
SFJ	Window Shade, Reflective (Dealer Installed) (Limited Availability)	110	100

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2018 HONDA

How to use the United Buying Service Price Book:

1. Offer the member or employee access to the **2017 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 2017 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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2018 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: 10/01/17)			
CV1F1JEW	Accord LX 1.5T FWD 4-Door Sedan Automatic	24,460	22,623
CV1E3JEW	Accord Sport 1.5T FWD 4-Door Sedan Manual	26,670	24,638
CV1F3JEW	Accord Sport 1.5T FWD 4-Door Sedan Automatic	26,670	24,638
CV2E3JJW	Accord Sport 2.0T FWD 4-Door Sedan Manual	31,200	28,771
CV2F3JJW	Accord Sport 2.0T FWD 4-Door Sedan Automatic	31,200	28,771
CV2F4JJW	Accord EX 1.5T FWD 4-Door Sedan Automatic	28,360	26,180
CV2F5JJNW	Accord EX-L 1.5T FWD 4-Door Sedan Automatic with Leather	30,860	28,461
DO YOU HAVE A UBS PURCHASE CERTIFICATE?			
CV2F5JJNW	Accord EX-L 2.0T FWD 4-Door Sedan Automatic with Leather	32,860	30,285
CV1F6JKNW	Accord EX-L 1.5T FWD 4-Door Sedan Automatic with Leather	31,860	29,373
CV2F5JJNW	Accord EX-L 2.0T FWD 4-Door Sedan Auto with Leather and Navigation	33,860	31,197
CV2F6JKNW	Accord Touring 1.5T FWD 4-Door Sedan Automatic	34,690	31,954
CV2F9JKNW	Accord Touring 2.0T FWD 4-Door Sedan Automatic	36,690	33,778

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.

VISIT US AT UBS4CARS.COM.

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2018 Honda Civic Coupe & Sedan

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)
CIVIC COUPE (Effective Date: 10/01/17 M/ED)			
FC4A5JEW	Civic LX FWD 2-Door Coupe Manual	\$ 20,140	\$ 18,947
FC4B5JEW	Civic LX FWD 2-Door Coupe Automatic	20,910	19,687
FC4B0JJW	Civic LX-P FWD 2-Door Coupe Automatic	21,940	20,613
FC3A3JJW	Civic EX-T FWD 2-Door Coupe Manual	22,590	21,215
FC3B3JJW	Civic EX-T FWD 2-Door Coupe Automatic	23,390	21,956
FC3B7JJNW	Civic EX-L FWD 2-Door Coupe Automatic with Leather	24,515	22,997
FC3B9JKNW	Civic Touring FWD 2-Door Coupe Automatic	27,215	25,497
CIVIC Si COUPE (Effective Date: 10/01/17 M/ED)			
FC3A5JJW	Civic Si FWD 2-Door Coupe Manual	\$ 24,990	\$ 23,437
FC3A5JJXW	Civic Si FWD 2-Door Coupe Manual with Summer Tires	25,190	23,622
CIVIC SEDAN (Effective Date: 10/06/17 M/ED)			
FC2E5JEW	Civic LX FWD 4-Door Sedan Manual	19,730	18,567
FC2F5JEW	Civic LX FWD 4-Door Sedan Automatic	20,530	19,308
FC2F6JEW	Civic LX FWD 4-Door Sedan Automatic with Honda Sensing	21,530	20,234
FC2F7JJW	Civic EX FWD 4-Door Sedan Automatic	22,130	20,789
FC2F8JJW	Civic EX FWD 4-Door Sedan Automatic with Honda Sensing	23,130	21,715
FC1E3JJW	Civic EX-T FWD 4-Door Sedan Manual	22,490	21,122
FC1F3JJW	Civic EX-T FWD 4-Door Sedan Automatic	23,290	21,863
FC1F4JJW	Civic EX-T FWD 4-Door Sedan Automatic with Honda Sensing	24,290	22,789
FC1F7JJNW	Civic EX-L FWD 4-Door Sedan Automatic	24,790	23,252
FC1F8JJNW	Civic EX-L FWD 4-Door Sedan Automatic with Honda Sensing	25,790	24,177
FC1F7JKNW	Civic EX-L FWD 4-Door Sedan Automatic with Navigation	25,790	24,177
FC1F9JKNW	Civic Touring FWD 4-Door Sedan Automatic	27,590	25,844
CIVIC Si SEDAN (Effective Date: 10/01/17 M/ED)			
FC1E5JJW	Civic Si FWD 2-Door Coupe Manual	\$ 24,990	\$ 23,437
FC1E5JJXW	Civic Si FWD 2-Door Coupe Manual with Summer Tires	25,190	23,622

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United Buying Service

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2018 Honda Civic Hatchback

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)
CIVIC HATCHBACK (Effective Date: 08/29/17 M/C)			
FK7G2JEW	Civic LX FWD 4-Door Hatchback Manual	\$ 20,790	\$ 19,548
FK7H2JEW	Civic LX FWD 4-Door Hatchback Automatic	21,590	20,289
FK7H3JEW	Civic LX FWD 4-Door Hatchback Automatic with Honda Sensing	22,590	21,215
FK7G4JEW	Civic Sport FWD 4-Door Hatchback Manual	22,390	21,030
FK7H4JEW	Civic Sport FWD 4-Door Hatchback Automatic	23,190	21,770
FK7H5JJW	Civic EX FWD 4-Door Hatchback Automatic	23,890	22,418
FK7H6JJW	Civic EX FWD 4-Door Hatchback Automatic with Honda Sensing	24,890	23,344
FK7H7JKNW	Civic EX-L FWD 4-Door Hatchback Automatic with Navigation	26,390	24,733
FK7H8JKNW	Civic EX-L FWD 4-Door Hatchback Automatic with Navigation and Honda Sensing	27,390	25,659
FK7H9JKNW	Civic Sport Touring FWD 4-Door Hatchback Automatic	29,390	27,510

Understanding the difference

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What to do

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2018 Honda CR-V

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)
CR-V FRONT-WHEEL DRIVE			
RW5H3JEW	CR-V LX FWD 5-Door Sport Utility	\$ 25,125	\$ 23,817
RW1H5JJW	CR-V EX FWD 5-Door Sport Utility	27,925	26,438
RW1H8JJNW	CR-V EX-L FWD 5-Door Sport Utility	30,425	28,778
RW1H8JKNW	CR-V EX-L FWD 5-Door Sport Utility with Navigation	31,425	29,714
RW1H9JKNW	CR-V Touring FWD 5-Door Sport Utility	33,625	31,773

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CR-V ALL-WHEEL DRIVE			
RW6H3JEW	CR-V LX AWD 5-Door Sport Utility	26,525	25,127
RW2H5JJW	CR-V EX AWD 5-Door Sport Utility	29,325	27,748
RW2H8JJNW	CR-V EX-L AWD 5-Door Sport Utility	31,825	30,089
RW2H8JKNW	CR-V EX-L AWD 5-Door Sport Utility with Navigation	32,825	31,025
RW2H9JKNW	CR-V Touring AWD 5-Door Sport Utility	35,025	33,084

Understanding the difference

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2018 Honda Fit

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)
	FIT		
GK5G4JEW	Fit LX FWD 4-Door Hatchback Manual	\$ 17,080	\$ 16,814
GK5H4JEW	Fit LX FWD 4-Door Hatchback Automatic	17,880	17,589
GK5H5JEW	Fit LX FWD 4-Door Hatchback Automatic with Honda Sensing	18,880	18,558
GK5G6JEW	Fit Sport FWD 4-Door Hatchback Manual	18,390	18,084
GK5H6JEW	Fit Sport FWD 4-Door Hatchback Automatic	19,190	18,859
GK5H7JEW	Fit Sport FWD 4-Door Hatchback Automatic with Honda Sensing	20,190	19,828
GK5G8JJW	Fit EX FWD 4-Door Hatchback Manual	19,050	18,723
GK5H8JJW	Fit EX FWD 4-Door Hatchback Automatic	19,850	19,498
GK5H9JJNW	Fit EX-L FWD 4-Door Hatchback Automatic with Leather	21,410	21,010
GK5H0JKNW	Fit EX-L FWD 4-Door Hatchback Automatic with Leather and Navigation	22,410	21,979

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Understanding the difference

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

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What to do

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2018 Honda HR-V

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)
HR-V FRONT WHEEL DRIVE			
RU5G3JEW	HR-V LX FWD 4-Door Crossover Manual	\$ 20,545	\$ 20,175
RU5H3JEW	HR-V LX FWD 4-Door Crossover Automatic	21,345	20,950
RU5G5GJW	HR-V EX FWD 4-Door Crossover Manual	22,595	22,161
RU5H5GJW	HR-V EX FWD 4-Door Crossover Automatic	23,395	22,936
RU5H7GKNW	HR-V EX-L FWD 4-Door Crossover Automatic with Leather and Navigation	26,015	25,475

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HR-V All WHEEL DRIVE			
RU6H3GEW	HR-V LX AWD 4-Door Crossover Automatic	22,645	22,210
RU6H5GJW	HR-V EX AWD 4-Door Crossover Automatic	24,695	24,196
RU6H7GKNW	HR-V EX-L AWD 4-Door Crossover Automatic with Leather and Navigation	27,315	26,735

Understanding the difference

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2018 Honda Odyssey

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
	ODYSSEY		
RL6H2JEW	Odyssey LX FWD 5-Door Passenger Van	\$ 30,965	\$ 28,564
RL6H5JEXW	Odyssey EX FWD 5-Door Passenger Van	34,835	32,094
RL6H7JJXW	Odyssey EX-L FWD 5-Door Passenger Van	38,605	35,286
RL6H7JKNW	Odyssey EX-L FWD 5-Door Passenger Van with Navigation and Rear Seat Entertainment System	40,335	37,110
RL6H8JKXW	Odyssey Touring FWD 5-Door Passenger Van	45,485	41,808
RL6H9JKXW	Odyssey Elite FWD 5-Door Passenger Van	47,645	43,778

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What to do

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2018 Honda Ridgeline

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)
	RIDGELINE 2WD (Effective Date: 07/24/17)		
YK2F2JEW	Ridgeline RT 2WD 4-Door Crew Cab Automatic	\$ 30,605	\$ 28,585
YK2F1JEW	Ridgeline Sport 2WD 5-Door Crew Cab Automatic	34,145	32,124
YK2F5JENW	Ridgeline RTL 2WD 4-Door Crew Cab Automatic with Leather	34,905	32,887
YK2F6JGNW	Ridgeline RTL-T 2WD 4-Door Crew Cab Automatic with Leather and Navigation	37,055	35,038
	RIDGELINE 4WD (Effective Date: 07/24/17)		
YK3F1JEW	Ridgeline Sport 4WD 4-Door Crew Cab Automatic	36,045	34,027
YK3F5JENW	Ridgeline RTL 4WD 4-Door Crew Cab Automatic with Leather	36,805	34,790
YK3F6JGNW	Ridgeline RTL-T 4WD 4-Door Crew Cab Automatic with Leather and Navigation	38,955	36,941

Understanding the difference

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What to do

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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.



United Buying Service

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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Baltimore Area

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2018 HYUNDAI

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2018 Hyundai Accent

To Calculate the UBS Price:

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MFG CODE	MODELS	MFG RETAIL	UBS W'SALE (Includes Freight)
ACCENT SEDAN			
17413F45	Accent SE FWD 4-Door Sedan Manual	\$ 15,880	\$ 15,727
17412F45	Accent SE FWD 4-Door Sedan Automatic	16,880	16,684
17442F45	Accent SEL FWD 4-Door Sedan Automatic	18,180	17,921
17462F45	Accent Limited FWD 4-Door Hatchback Automatic	19,780	19,440

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.

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

MFG CODE		MFG RETAIL	UBS W'SALE
RP	Bumper Applique (Port Installed)	\$ 70	\$ 57
HT	Cargo Hook (Port Installed)	30	24
CN	Cargo Net (Port Installed)	50	41
CT	Cargo Tray (Port Installed)	80	64
FK	First Aid Kit (Port Installed)	30	24
CF	Floor Mats, Carpeted (Port Installed)	125	100
MG	Mud Guards (Port Installed)	115	92
---	Paint, Absolute Black (ABP), Frost White Pearl (SWP), Olympus Silver (4SS), Admiral Blue (B2R), Urban Gray (U4G), Pomegranete Red (R4R) or Linen Beige (W4Y)	N/C	N/C

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

2018 Hyundai Elantra Hatchback

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)
ELANTRA GT HATCHBACK			
D2523F45	Elantra GT Base FWD 4-Door Hatchback Manual	\$ 20,235	\$ 19,842
D2522F45	Elantra GT Base FWD 4-Door Hatchback Automatic	21,235	20,800
D2543F45	Elantra GT Sport FWD 4-Door Hatchback Manual	24,135	23,576
D2542F45	Elantra GT Sport FWD 4-Door Hatchback Automatic	25,235	24,630

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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
RP	Bumper Applique, Rear (Port Installed)	\$ 70	\$ 57
CN	Cargo Net (Port Installed)	50	41
FK	First Aid Kit (Port Installed)	30	24
CF	Floor Mats, Carpeted (Port Installed)	125	100
HL	Mirror, Automatic Day/Night Inside Rearview with Homelink Garage Door Opener (Port Installed)	295	266
MG	Mud Guards, Front and Rear (Port Installed)	115	92
---	Paint, Black Noir Pearl (NKA), Ceramic White (WAW), Electric Blue Metallic (N4B), Scarlet Red Pearl (PR2), Summit Gray (YT3), or Symphony Air Silver (T8S)	N/C	N/C

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04	Sport Tech Package Includes Automatic Emergency Braking System with Pedestrian Detection, Forward Collision Warning System, Blue Link Connected Car Communication System with 1-Year of Service, Smart Cruise Control with Full Start/Stop Capability, Driver Attention Alert System, High Beam Assistant Headlamps, Lane Keep Assist, Automatic Day/Night Inside Rearview Mirror with Compass & HomeLink Garage Door Opener, Navigation System with 8" Touch Screen, 7-Speakers, Subwoofer, Infinity Premium Radio System, 6-Way Power Driver's Seat Adjuster, Power Driver's Lumbar Seat Adjuster, Ventilated Seats, Panorama Sunroof and Wireless Charging Pad; on Sport Automatic	3,850	3,619
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2018 Hyundai Elantra Hatchback (Continued)

FACTORY INSTALLED OPTIONAL EQUIPMENT (Continued)

MFG CODE		MFG RETAIL	UBS W'SALE
02	Style Package Includes Dual-Zone Automatic Air Conditioning, Sliding Front Armrest, Blind Spot Detection with Rear Cross-Traffic Alert & Lane Change Assist, Push Button Engine Start, Keyless Remote Control Entry System with Proximity Key, 4.2" Color TFT Instrument Cluster, Dual Heated Power Outside Mirrors with Turn Signals and Automatic Day/Night Outside Driver's Side Mirror, 6-Way Power Driver's Seat Adjuster, Power Driver's Lumbar Seat Adjuster, Heated Front Seats, Leather-Wrapped Shift Knob, Leather-Wrapped Steering Wheel and Power Windows with Driver's Auto Up/Down; on Base Automatic	\$ 1,800	\$ 1,692
03	Tech Package Includes Rear Air Vents, Blue Link Connected Car Communication System with 1-Year of Service, Sliding Center Console with Storage, Front Covered Cup Holders, Automatic Windshield Defroster, Full LED Headlamps, Automatic Day/Night Inside Reaview Mirror with Compass & HomeLink Garage Door Opener, Navigation System with 8" Touch Screen, Electronic Parking Brake with Automatic Hold, 7-Speakers Radio Equipment, Subwoofer Radio Equipment, Infinity Premium Radio System, Leather Surfaced Bucket Setas, Ventilated Seats, Panorama Sunroof, LED TailLights and Wireless Charging Pad [Requires Style Package (02)]; on Base Automatic	4,300	4,042
WL	Wheel Locks (Port Installed)	55	44

Understanding the difference

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What to do

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2018 Hyundai Elantra Sedan

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)
ELANTRA SEDAN			
47413F45	Elantra SE Base FWD 4-Door Sedan Manual	\$ 17,835	\$ 17,767
47412F45	Elantra SE Base FWD 4-Door Sedan Automatic	18,835	18,712
47442F45	Elantra SEL FWD 4-Door Sedan Automatic	19,735	19,562
47422F45	Elantra Value Edition FWD 4-Door Sedan Automatic	20,735	20,507
47432F45	Elantra Eco FWD 4-Door Sedan Automatic	21,435	21,169
48473F45	Elantra Sport FWD 4-Door Sedan Manual	22,685	22,241
48472F45	Elantra Sport FWD 4-Door Sedan Automatic	23,785	23,275
47462F45	Elantra Limited FWD 4-Door Sedan Automatic	22,985	22,413

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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
RP	Bumper Applique, Rear (Port Installed)	\$ 70	\$ 57
HT	Cargo Hook (Port Installed) [Included with Cargo Package (C1)]	30	24
CN	Cargo Net (Port Installed) [Included with Cargo Package (C1)]	50	41
C1	Cargo Package Includes Cargo Net (CN), Reversible Cargo Tray (CT) and Cargo Hook (HT) (Port Installed)	185	148
CT	Cargo Tray, Reversible (Port Installed) [Included with Cargo Package (C1)]	105	84
ID	Door Sillis, Illuminated (Port Installed)	250	226
FK	First Aid Kit (Port Installed)	30	24
WF	Floor Mats, All-Weather (Port Installed) [Included with Winter Weather Package (W1)]	130	104
CF	Floor Mats, Carpeted (Port Installed)	125	100

DO YOU HAVE A UBS PURCHASE CERTIFICATE?

LK	Interior Light Kit (Port Installed)	250	226
HL	Mirror, Auto Dimming Outside Rearview with Homelink and with or without Blue Link (Port Installed)	295	266
MG	Mud Guards (Port Installed)	95	76
---	Paint, Quartz White Pearl (W8), Symphony Silver (Y8), Mineral Beige (WT), Lakeside Blue (VU), Electric Blue (US), Phantom Black (S3), Scarlet Red (PR) or Machine Gray (2C)	N/C	N/C

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2018 Hyundai Elantra Sedan (Continued)

FACTORY INSTALLED OPTIONAL EQUIPMENT (Continued)

MFG CODE		MFG RETAIL	UBS W'SALE
03	Premium Package Includes Navigation System with 8-Inch Color Touchscreen, Infinity Premium Audio System with 8-Speakers, Center Channel & Subwoofer, Clari-Fi Music Restoration Technology, BlueLink Telematics, Dual Automatic Temperature Control and Auto-Dimming Rearview Mirror with Homelink (N/A on SE, SEL, Value Edition, Eco or Limited); on Sport	\$ 2,250	\$ 2,048
REMEMBER TO ASK ABOUT INCENTIVES.			
02	Ultimate Package Includes Navigation System with 8-Inch Color Touch Screen, Infinity Premium Audio System with 8-Speakers, Center Channel & Subwoofer, Clari-Fi Music Restoration Technology, 4.2-Inch Color TFT Instrument Cluster Display, Power Sunroof, Heated Rear Seats, Automatic Emergency Braking with Pedestrian Detection, Smart Cruise Control, Lane Keep Assist System, Memory for Driver's Seat and Outside Mirrors and Automatic High Beam Assist (N/A on SE, SEL, Value Edition, Eco or Sport); on Limited	4,350	3,959
WL	Wheel Locks (Port Installed)	55	44
W1	Winter Weather Package Includes All-Weather Floor Mats (WF) and Mud Guards (MG)	225	180

Understanding the difference

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What to do

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Washington 301.657.1920

Baltimore 410.792.9070

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2018 Hyundai Santa Fe

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)
SANTA FE FRONT-WHEEL DRIVE			
J0412F65	Santa Fe SE Base FWD 4-Door Sport Utility	\$ 31,800	\$ 30,738
J0422F65	Santa Fe SE Ultimate FWD 4-Door Sport Utility	39,800	38,304
J0482F65	Santa Fe Limited Ultimate FWD 4-Door Sport Utility	40,500	38,566

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SANTA FE ALL-WHEEL DRIVE			
J0412A65	Santa Fe SE Base AWD 4-Door Sport Utility	33,550	32,435
J0422A65	Santa Fe SE Ultimate AWD 4-Door Sport Utility	41,550	39,947
J0482A65	Santa Fe Limited Ultimate AWD 4-Door Sport Utility	42,250	40,192

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

MFG CODE		MFG RETAIL	UBS W'SALE
RP	Bumper Applique (Port Installed)	\$ 70	\$ 57
CV	Cargo Cover (Port Installed)	190	153
CN	Cargo Net (Port Installed) [Included with Cargo Package (C1)]	50	41
C1	Cargo Package Includes Cargo Net (CN), Cargo Tray (CT) and First Aid Kit (FK) (Port Installed)	180	144
CT	Cargo Tray (Port Installed) [Included with Cargo Package (C1)]	100	80

HAVE YOU CALLED UBS?

FK	First Aid Kit (Port Installed) [Included with Cargo Package (C1)]	30	24
WF	Floor Mats, All-Weather (Port Installed)	155	124
CF	Floor Mats, Carpeted (Port Installed)	150	121
HL	Mirror, Electrochromic Outside with Compass and HomeLink	266	295
MG	Mud Guards, Front and Rear (Port Installed)	120	96
---	Paint, Circuit Silver (M8S), Monaco White (YAC), Becketts Black (RB5), Regal Red Pearl (VR4), Iron Frost (P2S), Java Espresso (YN9), Night Sky Pearl (W9U) or Storm Blue (TU9)	N/C	N/C

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2018 Hyundai Santa Fe (Continued)

FACTORY INSTALLED OPTIONAL EQUIPMENT (Continued)

MFG CODE		MFG RETAIL	UBS W'SALE
02	Premium Equipment Package Includes Blind-Spot Detection System, Rear Cross-Traffic Alert, Lane Change Assist, Dual Power Outside Mirrors with Turn Signals, Hands-Free Smart Liftgate with Auto Open, Proximity Key Entry with Push Button Start, 6-Way Power Front Passenger Seat, Leather-Wrapped Steering Wheel, Leather-Wrapped Shift Knob, Leather Seat Trim, Heated Front Seats, Auto Dimming Inside Rearview Mirror with Homelink and Compass, Electroluminescent Gauge Cluster with Multi-Info Display, Manual Rear Side Window Sunshades, Premium Door Sill Plates, 3 rd Row USB Outlet and Front LED Fog Lights; on SE Base	\$ 3,650	\$ 3,322
RC	Roof Rail Crossbars (Port Installed)	250	226
VISIT US AT UBS4CARS.COM.			
TH	Tow Hitch (Port Installed)	350	316
03/04	Ultimate Tech Package Includes Smart Cruise Control with Start/Stop, Automatic Emergency Braking with Pedestrian Detection, Lane Departure Warning System, Electronic Parking Brake with Auto Hold, HID Headlights, Dynamic Bending Light and High Beam Assist; on SE Ultimate and Limited Ultimate	2,100	1,911
WL	Wheel Locks (Port Installed)	55	44

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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Baltimore 410.792.9070

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2018 Hyundai Santa Fe Sport

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)
SANTA FE SPORT FRONT-WHEEL DRIVE			
63402F45	Santa Fe Sport 2.4L Base FWD 4-Door Sport Utility	\$ 25,900	\$ 25,277
63442F45	Santa Fe Sport 2.0T Base FWD 4-Door Sport Utility	32,300	31,293
63462F45	Santa Fe Sport 2.0T Ultimate FWD 4-Door Sport Utility	36,600	35,335

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SANTA FE SPORT ALL-WHEEL DRIVE			
63402A45	Santa Fe Sport 2.4L Base AWD 4-Door Sport Utility	27,450	26,734
63442A45	Santa Fe Sport 2.0T Base AWD 4-Door Sport Utility Automatic	33,850	32,750
63462A45	Santa Fe Sport 2.0T Ultimate AWD 4-Door Sport Utility	38,150	36,792

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

MFG CODE		MFG RETAIL	UBS W'SALE
RP	Bumper Applique (Port Installed)	\$ 70	\$ 57
CV	Cargo Cover (Port Installed)	190	153
CM	Cargo Mat, Carpeted (Port Installed)	95	76
CN	Cargo Net (Port Installed) [Included with Cargo Package (C1)]	50	41
C1	Cargo Package Includes Cargo Net (CN), Cargo Tray (CT) and First Aid Kit (FK) (Port Installed)	180	144

REMEMBER TO ASK ABOUT INCENTIVES.

CT	Cargo Tray (Port Installed) [Included with Cargo Package (C1)]	100	80
FK	First Aid Kit (Port Installed) [Included with Cargo Package (C1)]	30	24
WF	Floor Mats, All-Weather (Port Installed)	130	104
CF	Floor Mats, Carpeted (Port Installed)	125	100
HL	Mirror, Auto Dimming Inside Rearview with Homelink and Compass (Port Installed) [Included with Premium Equipment Package (03)] (Standard on 2.0T; on 2.4L	295	266
MG	Mud Guards, Front and Rear (Port Installed)	120	96
---	Paint, Canyon Copper (RR7), Marlin Blue (W7U), Mineral Gray (IM), Nightfall Blue (TU7), Pearl White (SWP), Platinum Graphite (ABT), Serrano Red (TR3), Sparkling Silver (KCS), Symphony Silver (KCS) or Twilight Black (S3B)	N/C	N/C

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2018 Hyundai Santa Fe Sport (Continued)

FACTORY INSTALLED OPTIONAL EQUIPMENT (Continued)

MFG CODE		MFG RETAIL	UBS W'SALE
03	Premium Equipment Package Includes Blind-Spot Detection System, Rear Cross-Traffic Alert, Lane Change Assist, Hands-Free Smart Liftgate with Auto Open, Power Height Adjustable Front Passenger Seat, Sliding Second Row Seats with Cargo Area Releases, Leather-Wrapped Steering Wheel, Leather-Wrapped Shift Knob, Leather Seat Trim, Auto Dimming Inside Rearview Mirror with Homelink and Compass (HL), Electroluminescent Gauge Cluster with Color LCD Multi-Info Display, Manual Rear Side Window Sunshades and Premium Wood Finish Interior Trim and Door Sill Plates [Requires Value Package (02)] (N/A on 2.0T); on 2.4L	\$ 2,900	\$ 2,726
RC	Roof Rail Crossbars (Port Installed)	250	226
04	Tech Package Includes Panoramic Sunroof, 8-Inch Touchscreen Navigation System with Android Auto and Apple CarPlay, Multi-View Camera System, Infinity Premium Audio System with QuantumLogic Surround and Clari-Fi Music Restoration Technology, Heated Steering Wheel, Heated Rear Seats, Memory for Driver's Seat and Outside Mirrors, Ventilated Front Seats and Rear Parking Sensors [Requires Premium Equipment Package (03)] (N/A on 2.0T); on 2.4L	3,250	3,055
TH	Trailer Hitch (Port Installed)	350	316
05	Ultimate Tech Package Includes Smart Cruise Control with Start/Stop, Automatic Emergency Braking with Pedestrian Detection, Lane Departure Warning System, Electronic Parking Brake with Auto Hold, Dynamic Bending Light, High Beam Assist and Auto Leveling Headlights (N/A on 2.4L Base or 2.0T Base); on 2.0T Ultimate	1,600	1,504
02	Value Package Includes Dual-Zone Automatic Air Conditioning, Clean Air Ionizer, Hyundai Blue Link Connected Car Communication System with 3-Years of Service, Push Button Engine Start, Keyless Remote Control Entry System with Proximity Key, Front Fog Lights, LED Daytime Running Lights, Dual Heated Power Outside Mirrors with Manual Fold & Turn Signals, 7-Inch Touch Screen Monitor, SiriusXM Feature Radio Equipment with 3-Months of Service, Roof Rails, Power Driver's Seat Adjuster, Power Driver's Lumbar Seat Adjuster, Heated Front Seats, Apple CarPlay & Android Auto Smartphone Interface and Power Windows with Front Auto Up/Down (N/A on 2.0T); on 2.4L	1,900	1,786
WL	Wheel Locks (Port Installed)	55	44

Understanding the difference

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What to do

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2018 Hyundai Sonata

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)
SONATA			
28402F45	Sonata SE FWD 4-Door Sedan Automatic	\$ 22,935	\$ 22,486
28492F45	Sonata Eco FWD 4-Door Sedan Automatic	23,535	23,050
284B2F45	Sonata SEL FWD 4-Door Sedan Automatic	24,585	23,800
284C2F45	Sonata Sport 2.4L FWD 4-Door Sedan Automatic	26,085	25,195
28472F45	Sonata Limited 2.4L FWD 4-Door Sedan Automatic	28,285	27,241
28422F45	Sonata Sport 2.0T FWD 4-Door Sedan Automatic	28,485	27,427
28452F45	Sonata Limited 2.0T FWD 4-Door Sedan Automatic	33,335	31,938

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

MFG CODE		MFG RETAIL	UBS W'SALE
CN	Cargo Net (Port Installed)	\$ 50	\$ 41
C1	Cargo Package Includes Cargo Net (CN), Cargo Tray (CT) and Trunk Hook (HT) (Port Installed)	195	156
CT	Cargo Tray, Reversible (Port Installed)	115	92
ID	Door Sill Plates, Illuminated (Port Installed)	250	226
---	Engine, 2.4 Liter 4-Cylinder SULEV (N/A on Eco, Sport 2.0T or Limited 2.0T); on SE, SEL, Sport 2.4L and Limited 2.4L	N/C	N/C
FK	First Aid Kit (Port Installed)	30	24
CF	Floor Mats, Carpeted (Port Installed)	125	100
LK	Light Kit, Interior (Port Installed)	250	226
HL	Mirror, Auto-Dimming Rearview with HomeLink and Compass (Port Installed)	295	266
MG	Mud Guards (Port Installed)	115	92
---	Paint, Quartz White Pearl (W8), Phantom Black (S3), Machine Gray (2C), Scarlet Red (PR), Symphony Silver (Y8), Electric Blue (US) or Lakeside Blue (VU)	N/C	N/C
02	Tech Package Includes Automatic Emergency Braking with Pedestrian Detection, Lane Keep Assist System, Smart Cruise Control with Start/Stop and Electronic Parking Brake with Auto Vehicle Hold (N/A on SE, Eco, Sport or Limited); on SEL	1,000	930
HT	Trunk Hook (Port Installed)	30	24
03	Ultimate Package Includes Automatic Emergency Braking with Pedestrian Detection, Lane Keep Assist System, Smart Cruise Control with Start/Stop, Electronic Parking Brake with Auto Vehicle Hold, Automatic High Beam Assist, Rear Parking Assistance System, Navigation System with 8-Inch Color Touch Screen, Real Time Traffic Service, Infinity Premium Audio System, SiriusXM Travel Link with Complimentary Trial, Wireless Phone Charging, Heated Steering Wheel, Rear Side Window Sunshades and Blue Link Guidance Package with 3-Year Complimentary Trial; on Limited 2.4L	2,900	2,697
WL	Wheel Locks (Port Installed)	55	44

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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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2018 Hyundai Tucson

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)
TUCSON FRONT-WHEEL DRIVE			
84412F45	Tucson SE Base FWD 4-Door Sport Utility Automatic	\$ 23,500	\$ 23,134
844B2F45	Tucson SEL Base FWD 4-Door Sport Utility Automatic	24,750	24,315
844C2F45	Tucson SEL Plus FWD 4-Door Sport Utility Automatic	27,650	27,056
844E2F45	Tucson Value FWD 4-Door Sport Utility Automatic	27,500	26,781
844G2F45	Tucson Limited FWD 4-Door Sport Utility Automatic	30,375	29,336

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TUCSON ALL-WHEEL DRIVE			
84412A45	Tucson SE Base AWD 4-Door Sport Utility Automatic	24,900	24,457
844B2A45	Tucson SEL Base AWD 4-Door Sport Utility Automatic	26,150	25,638
844C2A45	Tucson SEL Plus SWD 4-Door Sport Utility Automatic	29,050	28,379
844E2A45	Tucson Value SWD 4-Door Sport Utility Automatic	28,900	28,097
844G2A45	Tucson Limited AWD 4-Door Sport Utility Automatic	31,775	30,645

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

MFG CODE		MFG RETAIL	UBS W'SALE
RP	Bumper Applique, Rear (Port Installed)	\$ 70	\$ 57
CV	Cargo Cover (Port Installed)	190	153
CN	Cargo Net (Port Installed)	50	41
C1	Cargo Package Includes Cargo Tray (CT), First Aid Kit (FK) and Cargo Net (CN) (Port Installed)	180	144
REMEMBER TO ASK ABOUT INCENTIVES.			
CT	Cargo Tray (Port Installed)	100	80
ID	Door Sills, Illuminated (Port Installed)	250	226
FK	First Aid Kit (Port Installed)	30	24
CF	Floor Mats, Carpeted Front and Rear (Port Installed)	125	100
HL	Mirror, Auto Dimming Inside Rearview with Homelink and Compass (Port Installed)	295	266
MG	Mud Guards (Port Installed)	120	96

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2018 Hyundai Tucson (Continued)

FACTORY INSTALLED OPTIONAL EQUIPMENT (Continued)

MFG CODE		MFG RETAIL	UBS W'SALE
---	Paint, Molten Silver (T8T), Coliseum Gray (Z5G), Ruby Wine (55W), Sedona Sunset (SA5), Caribbean Blue (R5U), Dazzling White (PDW), Black Noir Pearl (NKA) or Dusk Blue (XB3)	N/C	N/C
RC	Roof Rack Cross Rails, Black (Port Installed)	\$ 250	\$ 226
TH	Trailer Hitch (Port Installed)	350	316
02	Ultimate Package, Limited Includes HID Headlights with Dynamic Bending Light, Lane Departure Warning System, Automatic Emergency Braking with Pedestrian Detection, Rear Parking Sensors, Panoramic Sunroof, Front and Rear LED Map Lights, 4.2" Color LCD Electroluminescent Cluster, Ventilated Front Seats and Heated Rear Seats (N/A on SE, SEL or Value); on Limited	2,500	2,2753
WL	Wheel Locks (Port Installed)	55	44
W1	Winter Package (Port Installed)	250	226

Understanding the difference

UBS Base Price already includes destination/freight, factory invoiced advertising, processing 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.



United Buying Service

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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2018 JEEP

How to use the United Buying Service Price Book:

1. Offer the member or employee access to the **2017 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 2017 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

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Washington 301.657.1920

Baltimore 410.792.9070

ubs4cars.com

2018 Jeep Cherokee

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)
CHEROKEE FWD			
KLTM74/2-J	Cherokee Latitude Base FWD 4-Door Sport Utility Vehicle with Option Package (2-J) . . .	\$ 25,490	\$ 25,414
KLTM74/2-T	Cherokee Latitude Tech Connect FWD 4-Door Sport Utility Vehicle with Package (2-T) .	27,285	27,047
KLTM74/2-D	Cherokee Latitude Plus FWD 4-Door Sport Utility Vehicle with Option Package (2-D) . . .	27,390	26,957
KLTP74/2-G	Cherokee Limited FWD 4-Door Sport Utility Vehicle with Option Package (2-G)	30,890	30,247
KLTS74/2-M	Cherokee Overland FWD 4-Door Sport Utility Vehicle with Option Package (2-M)	35,190	34,289

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CHEROKEE 4WD			
KLJM74/2-J	Cherokee Latitude Base 4WD 4-Door Sport Utility Vehicle with Option Package (2-J) . . .	26,990	26,904
KLJM74/2-T	Cherokee Latitude Tech Connect 4WD 4-Door Sport Utility Vehicle with Package (2-T) .	28,785	28,537
KLJM74/2-D	Cherokee Latitude Plus 4WD 4-Door Sport Utility Vehicle with Option Package (2-D) . . .	28,890	28,432
KLJP74/2-G	Cherokee Limited 4WD 4-Door Sport Utility Vehicle with Option Package (2-G)	32,390	31,722
KLJH74/2-E	Cherokee TrailHawk Base 4WD 4-Door Sport Utility Vehicle with Option Package (2-E) .	32,090	31,440
KLJH74/2-L	Cherokee TrailHawk L Plus 4WD 4-Door Sport Utility Vehicle with Option Package (2-L)	35,085	34,165
KLJS74/2-M	Cherokee Overland 4WD 4-Door Sport Utility Vehicle with Option Package (2-M).	38,435	37,403

OPTION PACKAGES (Deletion of any package item eliminates package pricing. Pricing Includes packages discounts where applicable)

MFG CODE		MFG RETAIL	UBS W'SALE
LATITUDE			
2-J	Latitude Base Includes Standard Equipment (See the UBS Sales Representative for Standard Equipment Contents.)	N/C	N/C
2-T	Latitude Tech Connect (See the UBS Sales Representative for Standard Equipment Contents.) (Included with Latitude Tech Connect Model Price); on Latitude Base	\$ 1,795	\$ 1,633
2-D	Latitude Plus Includes Standard Equipment (See the UBS Sales Representative for Standard Equipment Contents.)	N/C	N/C
LIMITED			
2-G	Limited Includes Standard Equipment (See the UBS Sales Representative for Standard Equipment Contents.)	N/C	N/C

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2018 Jeep Cherokee (Continued)

OPTION PACKAGES (Deletion of any package item eliminates package pricing. Pricing Includes packages discounts where applicable)

MFG CODE		MFG RETAIL	UBS W'SALE
TRAILHAWK			
2-E	TrailHawk Base Includes Standard Equipment (See the UBS Sales Representative for Standard Equipment Contents.)	N/C	N/C
2-L	TrailHawk L Plus Includes Standard Equipment (See the UBS Sales Representative for Standard Equipment Contents.) (Included with TrailHawk L Model Price); on TrailHawk Base	\$ 2,995	\$ 2,725
OVERLAND			
2-M	Overland 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
AHG	Altitude Package Includes Gloss Black Grille Surround, Gloss Black Roof Rails, Steering Wheel Touch Controls, Leather-Wrapped Steering Wheel and 5-Spoke Gloss Black Aluminum Wheels (N/A on Latitude Tech Connect, Latitude Plus, Limited, TrailHawk or Overland); on Latitude Base without Cold Weather Package (ADE)	\$ 995	\$ 905
	On Latitude Base with Cold Weather Package (ADE)	945	860
ADE	Cold Weather Group Includes Remote Control Engine Start, Engine Block Heater, Heated Front Seats, Heated Steering Wheel and Windshield Wiper De-Icer (N/A on Limited, TrailHawk L Plus or Overland); on Latitude and TrailHawk Base	985	896
AFB	Comfort/Convenience Group Includes Alarm System, Remote Control Engine Start, Garage Door Opener, Power Liftgate, Automatic Day/Night Inside Rearview Mirror and Dual-Zone Automatic Air Conditioning (N/A on Latitude Base, Limited, TrailHawk L Plus or Overland);		
	On Latitude Plus without Cold Weather Package (ADE)	1,445	1,315
	On Latitude Plus with Cold Weather Package (ADE)	1,215	1,106
	On TrailHawk Base without Cold Weather Package (ADE)	1,145	1,042
	On TrailHawk Base with Cold Weather Package (ADE)	915	833
ED8	Engine, 2.4 Liter PZEV Includes Engine Oil Cooling	N/C	N/C
EHK	Engine, 3.2 Liter V6 Includes 3.25 Axle Ratio, Engine Start/Stop Function and Bright Dual Exhaust System (Standard on Overland 4WD); on Latitude, Limited, TrailHawk and Overland FWD	1,745	1,588
NHK	Heater, Engine Block (N/A on Latitude Base or TrailHawk Base) (Standard on TrailHawk L Plus); on Latitude Plus, Limited and Overland	115	105
AX2	High Altitude Package Includes Gloss Black Grille Surround, Gloss Black Roof Rails and 5-Spoke Gloss Black Aluminum Wheels (N/A on Latitude, TrailHawk or Overland); on Limited	995	905
AFF	Luxury Group Includes Memory for Outside Mirrors, Radio and Driver's Seat, Premium Leather Surfaced Bucket Seat Trim, Ventilated Front Seats and Tonneau Cover (N/A on Latitude, TrailHawk or Overland); on Limited	1,345	1,224
PSC	Paint, Billet Silver Metallic (N/A on Overland); on Latitude, Limited and TrailHawk	N/C	N/C
---	Paint, Bright White (PW7), Diamond Bright Crystal Pearl (PXJ), Granite Crystal Metallic (PAU) or Light Brownstone Pearl (PT6)	N/C	N/C
---	Paint, Firecracker Red (PRC) or Hydro Blue Pearl (PBJ) (N/A on Latitude Plus, TrailHawk L Plus or Overland); on Latitude Base, Limited and TrailHawk Base	N/C	N/C
PFP	Paint, Olive Green Pearl (N/A on Overland); on Latitude, Limited and TrailHawk	N/C	N/C
PPX	Paint, Patriot Blue (N/A on TrailHawk L Plus or Overland); on Latitude, Limited and TrailHawk Base	N/C	N/C
PWQ	Paint, Pearl White (N/A on Latitude or TrailHawk L Plus); on Limited, TrailHawk Base and Overland	N/C	N/C
PSQ	Paint, Rhino (N/A on Latitude Base or Overland); on Latitude Plus, Limited and TrailHawk	N/C	N/C
PRV	Paint, Velvet Red Pearl (Late Availability)	N/C	N/C
ADJ	Protection Package, Heavy Duty Includes Fuel Tank, Underbody, Front Suspension & Transmission Skid Plates and Conventional Spare Tire (N/A on Latitude, Limited, TrailHawk or Overland FWD); on Overland 4WD	295	268
RC3	Radio Equipment, 9-Amplified Speakers and Subwoofer (N/A on Latitude Base or TrailHawk Base) (Standard on Overland); on Latitude Plus and Limited	695	632

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2018 Jeep Cherokee (Continued)

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

MFG CODE		MFG RETAIL	UBS W'SALE
RA4	Radio Equipment, Uconnect 3C Nav Includes GPS Navigation System, SiriusXM Traffic & Travel Link with 5-Years of Service and HD Radio (N/A on Latitude) (Standard on Overland); on Limited and TrailHawk	\$ 1,295	\$ 1,178
RSD	Radio, SiriusXM Satellite Includes 1-Year of Service (Requires Customer Paid Subscription after Initial Complimentary Term) (Standard on Latitude Plus, Limited, TrailHawk and Overland); on Latitude Base	215	196
AC5	SafetyTec Includes Blind-Spot Alert with Cross Path Detection, Dual Heated Power Outside Mirrors with Manual Fold & Turn Signals and ParkSense Rear Park Assist System [Included with Travel & Safety Group (AF1)] (N/A Latitude Base, Limited, TrailHawk or Overland); on Latitude Plus	1,095	996
GWJ	Sunroofs, Power Front and Fixed Rear [Requires Comfort/Convenience Group (AFB) on Latitude Plus and TrailHawk Base] (N/A on Latitude Base); on Latitude Plus, Limited, TrailHawk and Overland	1,755	1,597
ADG	Technology Group Includes Advanced Brake Assist, Full Speed Forward Collision Warning System Plus, Adaptive Cruise Control with Stop & Go, Automatic High Beams Headlamp Control, Lane Departure Warning System Plus, Courtesy Lights, Dual Outside Mirrors with Turn Signals, Parallel & Perpendicular Park Assist System with Stop and Rain-Sensing Windshield Wipers (N/A on Latitude or TrailHawk Base); on Limited, TrailHawk L Plus and Overland	1,645	1,497
TBC	Tire, Limited Use Spare [N/A with Trailer Tow Group (AHT)] (N/A on Latitude 4WD, Limited 4WD, TrailHawk or Overland 4WD); on Latitude FWD, Limited FWD and Overland FWD	215	196
AHT	Trailer Tow Group Includes Heavy Duty Engine Cooling, 7-Pin & 4-Pin Trailer Harness Connectors, Class III Trailer Hitch Receiver and Trailer Wiring Harness and Conventional Spare Tire [N/A with Limited Use Spare Tire (TBC)] (N/A on Latitude Base or Overland); On Latitude Plus, Limited and TrailHawk	795	723
AHC	Trailer Tow Prep Group Includes 180 Amp Alternator, Heavy Duty Engine Cooling, Conventional Spare Tire and 7-Pin & 4-Pin Trailer Harness (N/A on Latitude, Limited or TrailHawk); on Overland without Protection Package (ADJ)	345	314
	On Overland with Protection Package (ADJ)	245	223
DFJ	Transmission, 9-Speed Automatic Includes Active Drive II Transfer Case, Hill Descent Control and Off-Road Suspension (N/A on Latitude Base, Latitude Tech Connect, Latitude Plus FWD, Limited FWD or Overland FWD) (Standard on TrailHawk and Overland 4WD); on Latitude Plus 4WD and Limited 4WD	1,205	1,097
WFK	Wheels, Black Painted Aluminum (N/A on Latitude, Limited or Overland); on TrailHawk	655	596

Understanding the difference

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

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What to do

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2018 Jeep Compass

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)
COMPASS FWD			
MPTL74/2-A	Compass Sport FWD 4-Door Sport Utility Vehicle with Option Package (2-A)	\$ 22,090	\$ 22,039
MPTM74/2-J	Compass Latitude FWD 4-Door Sport Utility Vehicle with Option Package (2-J)	25,390	25,037
MPTP74/2-G	Compass Limited FWD 4-Door Sport Utility Vehicle with Option Package (2-G)	28,690	28,139

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COMPASS 4WD			
MPJL74/2-A	Compass Sport 4WD 4-Door Sport Utility Vehicle with Option Package (2-A)	23,590	23,457
MPJM74/2-J	Compass Latitude 4WD 4-Door Sport Utility Vehicle with Option Package (2-J)	25,390	25,037
MPJH74/2-E	Compass Trailhawk 4WD 4-Door Sport Utility Vehicle with Option Pkge (2-E)	29,790	29,173
MPJP74/2-G	Compass Limited 4WD 4-Door Sport Utility with Option Pkge (2-G)	30,190	29,549

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

MFG CODE		MFG RETAIL	UBS W'SALE
SPORT			
2-A	Sport Includes Standard Equipment (See the UBS Sales Representative for Standard Equipment Contents.)	N/C	N/C
LATITUDE			
2-J	Latitude Includes Standard Equipment (See the UBS Sales Representative for Standard Equipment Contents.)	N/C	N/C
TRAILHAWK			
2-E	Trailhawk Includes Standard Equipment (See the UBS Sales Representative for Standard Equipment Contents.)	N/C	N/C
LIMITED			
2-G	Limited Includes Standard Equipment (See the UBS Sales Representative for Standard Equipment Contents.)	N/C	N/C

DO YOU HAVE A UBS PURCHASE CERTIFICATE?

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2018 Jeep Compass (Continued)

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

MFG CODE		MFG RETAIL	UBS W'SALE
ADE	Cold Weather Group Includes Remote Control Engine Start, Heated Front Seats, Heated Steering Wheel, Leather-Wrapped Steering Wheel and Windshield Wiper De-Icer (N/A on Limited); on Sport with 6-Speed Manual Transmission (DE1)	\$ 745	\$ 678
	On Latitude with 6-Speed Manual Transmission (DE1) without Popular Equipment Group (ANF) or on Latitude with 9-Speed Automatic Transmission (DF5) and Popular Equipment Group (ANF)	745	678
	On Sport FWD with 6-Speed Automatic Transmission (DF7), Sport 4WD with 6-Speed Automatic Transmission (DF7) and on Latitude with 9-Speed Automatic Transmission (DF5) without Popular Equipment Group (ANF)	845	769
	On TrailHawk with Popular Equipment Group (ANF)	695	632
	On TrailHawk without Popular Equipment Group (ANF)	795	723
EDE	Engine, 2.4L 4-Cylinder MultiAir PZEV (Standard on Trailhawk and Limited); on Sport and Latitude	N/C	N/C
ALB	Graphics Package, Mopar (N/A on TrailHawk); on Sport, Latitude and Limited	495	450
ACX	Interior Premium Package, Mopar Includes Mopar Cargo Mat, Mopar Premium Floor Mats with Logo and Mopar Bright Pedal Kit (N/A on TrailHawk or Limited); on Sport and Latitude	345	314
AD4	Interior Protection Package, Mopar Includes Mopar Cargo Tray and Mopar All Weather Floor Mats (N/A on TrailHawk or Limited); on Sport and Latitude	345	314
AJD	Leather Interior Group Includes Remote Control Engine Start, Automatic Day/Night Inside Rearview Mirror, 8-Way Power Driver's Seat Adjuster (JPR), Power Driver's Lumbar Seat Adjuster, Heated Front Seats, Leather Surfaed Bucket Seats with Perforated Inserts, Heated Steering Wheel, Leather-Wrapped Steering Wheel and Windshield Wiper De-Icer (N/A on Sport, Latitude or Limited); on Trailhawk	1,595	1,451
JRC	Liftgate Release, Power (N/A on Sport); on Latitude, Trailhawk and Limited	495	450
AMA	Navigation Group Includes GPS Navigation System, SiriusXM Traffic & Travel Link with 5-Years of Service, Uconnect 4C Navigation and HD Radio [Requirs Popular Equipment Group (ANF) and 9-Speed Automatic Transmission (DF5) on Latitude] (N/A on Sport); on Latitude also Includes 8.4" Touch Screen Monitor, USB Host Flip, SiriusXM Feature with 1-Year of Service and Apple CarPlay, and Android Auto Smartphone Interface	1,095	996
	On Limited and Trailhawk	995	905
---	Paint, Billet Silver Metallic (PCS), Diamond Black Crystal Pearl (PXJ), Granite Crystal Metallic (PAU), Jazz Blue Pearl (PBX), Laser Blue Pearl (PBJ), Olive Green Pearl (PFP), Readline Pearl (PRM) or White (PWS) (Body-Color Roof Standard on Sport and Latitude) (Black Roof Standard on Trailhawk and Limited); on Sport and Latitude with Body-Color Roof	N/C	N/C
	On TrailHawk and Limited with Black Roof	N/C	N/C
	On Latitude with Black Roof	695	632
PSQ	Paint, Rino (N/A on Sport or Latitude); on Trailhawk with Black Roof	N/C	N/C
	On Limited with Body-Color Roof	N/C	N/C
PF2	Paint, Spitfire Orange (N/A on Latitude or Limited); on Sport with Body-Color Roof	N/C	N/C
	On Trailhawk with Black Roof	N/C	N/C
ANF	Popular Equipment Group Includes Remote Control Engine Start, Automatic Day/Night Inside Rearview Mirror, 8-Way Power Driver Seat Adjuster (JPR) and Power Driver's Lumbar Seat Adjuster (N/A on Sport or Limited); on Latitude with Navigation Group (AMA) and 9-Speed Automatic Transmission (DF5)	1,095	996
	On Latitude with 6-Speed Manual Transmission (DE1) without Navigation Group (AMA)	1,195	1,087
	On Latitude with 9-Speed Automatic Transmission (DF5) without Navigation Group (AMA)	1,295	1,178
	On Trailhawk	645	587
RCV	Radio, Beats Premium System (N/A on Sport); on Latitude, Trailhawk and Limited	695	632
ADG	Safety & Lighting Group, Advanced Includes Full Speed Forward Collision Warning System Plus, Automatic High Beams Headlamp Control, Bi-Xenon Headlamps and Lane Departure Warning System Plus (N/A on Sport) [Requires Safety & Security Group (AJB)]; on Latitude with 6-Speed Manual Transmission (DE1)	695	632
	On Latitude with 9-Speed Automatic Transmission (DF5) and on TrailHawk and Limited	895	814

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2018 Jeep Compass (Continued)

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

MFG CODE		MFG RETAIL	UBS W'SALE
AJB	Safety & Security Group Includes Blind-Spot Alert with Rear Cross Path Detection System, ParkSense Rear Park Assist System, Rain-Sensing Windshield System, Remote Start (Standard on Limited) and (Standard on Limited) Security Alarm (N/A on Sport); On Latitude with 9-Speed Automatic Transmission (DF5) and on Trailhawk without Cold Weather Group (ADE) or Popular Equipment Group (ANF)	\$ 895	\$ 814
	On Latitude with 6-Speed Manual Transmission (DE1) and on Trailhawk with Cold Weather Group (ADE) or Popular Equipment Group (ANF)	795	723
	On Limited	745	678
JPR	Seat Adjuster, 8-Way Power Driver [Included with Popular Equipment Package (ANF) on Latitude and Included with and Requires Popular Equipment Package (ANF) or Leather Interior Group (AJD) on Trailhawk] (N/A on Sport) (Standard on Limited) on Latitude	245	223
AAK	Sport Appearance Plus Package Includes Deep Tinted Glass, Black Roof Rails and Silver Painted Aluminum Wheels (N/A on Latitude, Trailhawk or Limited); on Sport	695	632
GWJ	Sunroofs, Power Front and Fixed Rear (N/A on Sport); on Latitude, Trailhawk and Limited	1,295	1,178
AMV	Tech Group Includes Dual-Zone Automatic Air Conditioning, ParkSense Rear Park Assist System, 115 Volt Power Outlet, SiriusXM Feature with 1-Year of Service, USB Host Flip and Apple CarPlay, and Android Auto Smartphone Interface (N/A on Latitude, Trailhawk or Limited); on Sport	895	814
TBC	Tire, Limited Use Spare (N/A on Trailhawk); on Sport, Latitude and Limited	245	223
AHT	Trailer Tow Group Includes 4-Pin Wiring Trailer Harness and Class III Trailer Hitch Receiver (N/A on Sport); on Latitude and Limited also Includes Full-Size Limited Use Spare Tire	495	450
	On Trailhawk	395	359
DF7	Transmission 6-Speed Automatic (N/A on Sport 4WD, Latitude, Trailhawk or Limited); on Sport FWD	1,500	1,365
DE1	Transmission, 6-Speed Manual (N/A on Trailhawk or Limited); on Sport and Latitude	Std	Std
DF5	Transmission, 9-Speed Automatic (N/A on Sport FWD) (Standard on Trailhawk and Limited); on Sport 4WD and on Latitude	1,500	1,365
XDJ	Vehicle Tracking System, Mopar Electronic	495	450
W- -	Wheels, Polished Aluminum with Black Pockets (N/A on Sport) (Standard on Trailhawk); on Latitude and Limited	895	814
WAD	Wheels, Polished Aluminum with Granite Pockets (N/A on Sport, Trailhawk or Limited); on Latitude	595	541

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

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

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2018 Jeep Grand Cherokee

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)
GRAND CHEROKEE 2WD			
WKTH74/2-A	Grand Cherokee Laredo Base 2WD 4-Door SUV with Option Package (2-A)	\$ 31,690	\$ 31,634
WKTH74/2-E	Grand Cherokee Laredo E 2WD 4-Door Sport Utility with Option Package (2-E)	33,990	33,154
WKTH74/2-Z	Grand Cherokee Altitude 2WD 4-Door Sport Utility with Option Package (2-Z)	37,785	37,059
WKTP74/2-H	Grand Cherokee Limited Base 2WD 4-Door Sport Utility with Option Package (2-H)	39,290	38,106
WKTP74/2-D	Grand Cherokee Limited Sterling Edition 2WD 4-Door Sport Utility with Option Package (2-D)	43,290	41,666
WKTS74/2-P	Grand Cherokee Overland 2WD 4-Door Sport Utility with Option Package (2-P)	46,090	44,430
WKTS74/2-S	Grand Cherokee High Altitude 2WD 4-Door Sport Utility with Option Package (2-S)	48,585	46,651
WKTT72/2-R	Grand Cherokee Summit 2WD 4-Door Sport Utility with Option Package (2-R)	52,090	50,101

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.

GRAND CHEROKEE 4WD			
WKJH74/2-A	Grand Cherokee Laredo Base 4WD 4-Door SUV with Option Package (2-A)	33,990	33,898
WKJH74/2-E	Grand Cherokee Laredo E 4WD 4-Door Sport Utility with Option Package (2-E)	35,990	35,097
WKJH74/2-Z	Grand Cherokee Altitude 4WD 4-Door Sport Utility with Option Package (2-Z)	40,085	39,323
WKJP74/2-H	Grand Cherokee Limited Base 4WD 4-Door Sport Utility with Option Package (2-H)	41,290	40,046
WKJP74/2-D	Grand Cherokee Limited Sterling Edition 4WD 4-Door Sport Utility with Option Package (2-D)	45,290	43,606
WKJR74/2-J	Grand Cherokee TrailHawk 4WD 4-Door Sport Utility with Option Package (2-J)	44,390	42,929
WKJS74/2-P	Grand Cherokee Overland 4WD 4-Door Sport Utility with Option Package (2-P)	49,090	47,300
WKJS74/2-S	Grand Cherokee High Altitude 4WD 4-Door Sport Utility with Option Package (2-S)	51,585	49,521
WKJT74/2-R	Grand Cherokee Summit 4WD 4-Door Sport Utility with Option Package (2-R)	55,090	52,880
WKJX74/2-L	Grand Cherokee SRT 4WD 4-Door Sport Utility with Option Package (2-L)	68,490	65,869
WKJR74/2-V	Grand Cherokee TrackHawk 4WD 4-Door Sport Utility with Option Package (2-V)	86,995	82,857

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2018 Jeep Grand Cherokee (Continued)

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

MFG CODE		MFG RETAIL	UBS W'SALE
LAREDO			
2-A	Laredo Base Includes Standard Equipment (See the UBS Sales Representative for Standard Equipment Contents.)	N/C	N/C
2-E	Laredo E Includes Standard Equipment (See the UBS Sales Representative for Standard Equipment Contents.) (Included with Laredo E Model Price); on Laredo Base 2WD	\$ 2,300	\$ 1,526
	On Laredo Base 4WD	2,000	1,205
ALTITUDE			
2-Z	Altitude Includes Standard Equipment (See the UBS Sales Representative for Standard Equipment Contents.) (Included with Altitude Model Price); on Laredo Base	6,095	5,425
LIMITED			
2-H	Limited Base Includes Standard Equipment (See the UBS Sales Representative for Standard Equipment Contents.)	N/C	N/C
2-D	Limited Sterling Edition Includes Standard Equipment (See the UBS Sales Representative for Standard Equipment Contents.) (Included with Limited Sterling Edition Model Price); on Limited Base	4,000	3,560
TRAILHAWK			
2-J	TrailHawk Includes Standard Equipment (See the UBS Sales Representative for Standard Equipment Contents.)	N/C	N/C
VISIT US AT UBS4CARS.COM.			
OVERLAND			
2-P	Overland Includes Standard Equipment (See the UBS Sales Representative for Standard Equipment Contents.)	N/C	N/C
HIGH ALTITUDE			
2-S	High Altitude Includes Standard Equipment (See the UBS Sales Representative for Standard Equipment Contents.) (Included with High Altitude Model Price); on Overland	2,495	2,221
SUMMIT			
2-R	Summit Includes Standard Equipment (See the UBS Sales Representative for Standard Equipment Contents.)	N/C	N/C
SRT			
2-L	SRT Includes Standard Equipment (See the UBS Sales Representative for Standard Equipment Contents.)	N/C	N/C
TRACKHAWK			
2-V	TrackHawk 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
AJ1	Active Safety Group Includes Advanced Brake Assist, Full Speed Forward Collision Warning System Plus, Adaptive Cruise Control with Stop, Lane Departure Warning System Plus Parallel & Perpendicular Park Assist System with Stop and Rain Sensing Windshield Wipers [Requires Blind-Spot Alert with Cross Path Detection (XAN)] (N/A on Laredo, Altitude, Summit, SRT or TrackHawk) (Standard on High Altitude); on Limited, TrailHawk and Overland	\$ 1,495	\$ 1,331

DO YOU HAVE A UBS PURCHASE CERTIFICATE?

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2018 Jeep Grand Cherokee (Continued)

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

MFG CODE		MFG RETAIL	UBS W'SALE
AVT	All Weather Trail Rated Package Includes Badging, Mopar Cargo Liner, Remote Control Engine Start, Mopar Slush All-Weather Floor Mats, Engine Block Heater (NHK), Hill Descent Control, Quadra Trac II 4WD System, Heated Front Seats, Skid Plate Group, Heated Steering Wheel, Conventional Spare Tire, Tow Hooks, Selec-Terrain Traction Control System and Steel Spare Wheel (N/A on Laredo Base, Laredo E RWD, Altitude, Limited, TrailHawk, Overland, High Altitude, Summit, SRT or TrackHawk); on Laredo E 4WD	\$ 1,695	\$ 1,509
ALB	Appearance Group, Mopar Exterior Includes Front and Rear Mopar Door Entry Guards, Mopar Bright Pedal Kit and Mopar Black Tubular Side Steps [N/A with Chrome Edition Group (AEE)] (N/A on Laredo Base, Altitude, Limited Sterling Edition, TrailHawk, High Altitude, Summit, SRT or TrackHawk); on Laredo E, Limited Base and Overland	895	797
XAN	Blind-Spot Alert with Cross Path Detection (N/A on N/A on Laredo Base, Laredo E or Altitude) (Standard on Limited Sterling Edition, High Altitude, Summit, SRT and TrackHawk); on Limited Base, TrailHawk and Overland	595	530
BNN	Brake Package, High Performance; on SRT	1,295	1,153
AEE	Chrome Edition Group, Mopar Includes Front and Rear Mopar Door Entry Guards, Chrome Outside Mirrors, Mopar Bright Pedal Kit and Mopar Chrome Tubular Side Steps [N/A with Appearance Group (ALB)] (N/A on Laredo Base, Altitude, Limited Sterling Edition, TrailHawk, High Altitude, Summit, SRT or TrackHawk); on Laredo E, Limited Base and Overland	995	886
EZH	Engine, 5.7 Liter V8 Includes 3.09 Axle Ratio, 700 Amp Battery and Heavy Duty Anti-Lock Braking System (N/A Laredo, Altitude, Limited 2WD, Overland 2WD, High Altitude 2WD, Summit 2WD, SRT or TrackHawk); on Limited 4WD, TrailHawk, Overland 4WD and High Altitude 4WD	3,295	2,933
	On Summit 4WD	3,795	3,378
AEK	Entertainment System, DVD Rear Includes Blu-Ray/DVD Player and Dual Rear Seat Monitors (N/A on Laredo or Altitude); on Limited, TrailHawk, Overland, High Altitude, Summit, SRT and TrackHawk	1,995	1,776
NHK	Heater, Engine Block	95	85
AFY	Interior Metal Package (Standard on Summit, SRT and TrackHawk); on Overland	795	708
AZV/AJ D	Interior Package, Signature Leather-Wrapped Includes Leather-Wrapped Lower Panels, Advanced Multistage Front Air Bags and Laguna Leather Care Instruction Tag [Requires SRT High Performance Audio Radio Equipment (AJE) on SRT]; on Summit	4,995	4,446
	On SRT and TrackHawk	5,295	4,713
XTN	Interior Trim, Dark Sienna Brown/Black; on Summit	495	441
AHN	Luxury Group II [N/A with Sunroof (GWA)]; on Limited Base	4,495	4,001
AWY	Off-Road Adventure Group II Includes Trail Rated Badging, P265/60R-18 All-Terrain Tires, Skid Plate Group with Fuel Tank and Transfer Case Skid Plate Shields, Front Suspension & Underbody Skid Plates (N/A on Laredo, Limited Base 2WD, Limited Sterling Edition, TrailHawk, Overland 2WD, High Altitude, Summit, SRT or TrackHawk); on Limited Base 4WD	2,495	2,221
	On Overland 4WD	1,095	975
- - -	Paint, Billet Silver Metallic (PSC), Bright White (PW7), Diamond Black Crystal Pearl (PXJ) or Velvet Red Pearl (PRV)	N/C	N/C
PAU	Paint, Granite Crystal Metallic (N/A on Laredo); on Altitude, Limited, TrailHawk, Overland, High Altitude, Summit, SRT and TrackHawk	N/C	N/C
PWD	Paint, Ivory 3 Coat; on Overland, Summit, SRT and TrackHawk	595	530
PRM	Paint, Red 2-Coat Pearl (N/A on Laredo, Altitude, Limited, Overland, High Altitude or Summit); on TrailHawk, SRT and TrackHawk	N/C	N/C
PSQ	Paint, Rino (N/A on Laredo, Limited, Overland, High Altitude or Summit); on Altitude, TrailHawk, SRT and TrackHawk	N/C	N/C
PBU	Paint, True Blue Pearl (N/A on Laredo or Altitude); on Limited, TrailHawk, Overland, High Altitude, Summit, SRT and TrackHawk	N/C	N/C
PUW	Paint, Walnut Brown Metallic (N/A on Laredo, Altitude, High Altitude, SRT or TrackHawk); On Limited, TrailHawk, Overland and Summit	N/C	N/C
AVP	Platinum Series Group Includes Badging, Body-Color Door Handles, Body Color/Platinum Front and Rear Fascia's, Gloss Black & Chrome Platinum Grille, Body-Color Outside Mirrors, Body-Color Sills with Platinum, Platinum Strip Tail Lights and Platinum Aluminum Wheels; on Summit	995	886

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2018 Jeep Grand Cherokee (Continued)

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

MFG CODE		MFG RETAIL	UBS W'SALE
AWB	Quadra-Drive II 4WD System Includes Electronic Limited Slip Differential Rear Axle [Requires 3.0L V6 Turbo Diesel Engine (EXF) or 5.7 Liter V8 Engine (EZH)] (N/A on Laredo, Altitude, Limited, Overland 2WD, High Altitude, Summit, SRT or TrackHawk) (Standard on TrailHawk); on Overland 4WD	\$ 795	\$ 708
RC3	Radio Equipment, 9-Amplified Speakers and Subwoofer (N/A on Laredo or Summit) (Standard on Limited Sterling Edition, TrailHawk, Overland, High Altitude, SRT and TrackHawk); on Altitude and Limited Base	695	619
RH1	Radio Equipment, Single Disc Remote CD Player [N/A with Entertainment System (AEK)] (N/A on Laredo Base); on Laredo E, Altitude, Limited, TrailHawk, Overland, High Altitude, Summit, SRT and TrackHawk	495	441
UAQ	Radio Equipment, Uconnect 4C Navigation [Included with Luxury Group II (AHN)] (N/A on Laredo) (Standard on Altitude, Limited Sterling Edition, TrailHawk, Overland, High Altitude, Summit, SRT and TrackHawk); on Limited Base	1,395	1,242
RCA/AJ E	Radio, SRT High Performance Includes 825-Watt Amplifier and 19-High Performance Speakers (N/A on Laredo, Limited, TrailHawk or Summit); on Overland and High Altitude. On SRT and TrackHawk	1,095 1,995	975 1,776
MMU	Roof Rails, Mopar; on TrailHawk	895	797
CGQ	Seat Belts, Red; on SRT and TrackHawk	95	85
AJY	Security & Convenience Group Includes Alarm System, Cargo Cover (CSC), Remote Control Engine Start, Garage Door Opener, Power Liftgate, 115-Volt Power Outlet, Heated Front Seats and Heated Steering Wheel [Requires Sunroof (GWA)] (N/A on Laredo Base, Limited, TrailHawk, Overland, High Altitude, Summit, SRT or TrackHawk) (Standard on Altitude); on Laredo E without All Weather Trail Rated Package (AVT) On Laredo E 4WD with All Weather Trail Rated Package (AVT)	2,000 1,350	1,780 1,202
ADL	Skid Plate Group Includes Front Suspension Skid Plate, Fuel Tank, Transfer Case & Underbody Skid Plates; on Summit 4WD	295	263
AZN	Sterling Edition Luxury Group; on Limited Sterling	1,795	1,598
GWJ	Sunroof, Dual-Pane Panoramic Power (Standard on Overland, High Altitude and Summit); On SRT and TrackHawk	2,095	1,865
GWA	Sunroof, Power [N/A with Luxury Group II (AHN) or TrailHawk Luxury Group (AAP)] (N/A on Laredo, Overland, High Altitude, Summit, SRT or TrackHawk) (Standard on Limited Sterling Edition); on Altitude, Limited Base and TrailHawk	1,195	1,064
TBB	Tire, Conventional Spare [Included with Trailer Tow Group (AHX)]; on SRT	150	134
TBC	Tire, Limited Use Spare [Included with Trailer Tow Group IV (AHX)]; on SRT and TrackHawk	395	352
TKY	Tires, P265/50R-20 Performance (Standard on Summit); on Limited Base and Overland	395	352
REMEMBER TO ASK ABOUT INCENTIVES.			
TWA	Tires, P295/45ZR-20 3-Season Run Flat; on SRT and TrackHawk	895	797
AHX	Trailer Tow Group IV Includes Heavy Duty Engine Cooling, Rear Load Leveling Suspension, Conventional Spare Tire (TBB), Rear Tow Hook Delete, 7-Pin & 4-Pin Trailer Harness Connectors and Class IV Trailer Hitch Receiver (N/A on Laredo or Altitude) (Standard on TrailHawk, Overland 4WD, High Altitude and Summit 4WD); on Limited Base, Limited Sterling Edition, Overland 2WD and Summit 2WD On SRT and TrackHawk	795 995	708 886
AAP	TrailHawk Luxury Group [N/A with Sunroof (GWA)]; on TrailHawk	2,995	2,666
AEX	Wheel and Radio Group Includes Uconnect Access Communication System, Roadside Assistance & 911 Call Buttons Emergency Services, Automatic Day/Night Inside Rearview Mirror, 8.4" Touch Screen Monitor, Navigation Prep, P265/60R-18" All-Terrain Tires, Uconnect 8.4 Radio Equipment and Satin Silver Aluminum Wheels (N/A on Laredo Base, Altitude, Limited, TrailHawk, Overland, High Altitude, Summit, SRT or TrackHawk); On Laredo E	1,795	1,598
WSP	Wheels, Tech Gray Aluminum Includes P265/50R-20 Low Rolling Resistance Tires [N/A with Off-Road Adventure Group II (AWY)] (Standard on Overland); on Limited Base	1,595	1,420

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.

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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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Baltimore 410.792.9070

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2018 Jeep Renegade

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)
RENEGADE FWD			
BUJM74/2-J	Renegade Latitude Base FWD 4-Door Sport Utility Vehicle with Option Package (2-J)	\$ 22,940	\$ 22,618
BUJM74/2-L	Renegade Latitude Altitude FWD 4-Door Sport Utility Vehicle with Option Package (2-L)	23,635	23,257
BUJP74/2-G	Renegade Limited FWD 4-Door Sport Utility Vehicle with Option Package (2-G)	26,740	26,190
<div style="border: 1px solid black; padding: 5px;"> <p>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 <u>rebates</u> from the manufacturer to the customer. Also, <u>incentives</u> from the manufacturer to the dealer will be offered when available by the UBS dealer representative to the UBS customer to further <u>lower your cost</u> at the time of delivery.</p> </div>			
RENEGADEE 4WD			
BUJL74/2-A	Renegade Sport 4WD 4-Door Sport Utility Vehicle with Option Package (2-A)	21,040	20,951
BUJM74/2-J	Renegade Latitude Base 4WD 4-Door Sport Utility Vehicle with Option Package (2-J)	24,440	24,098
BUJM74/2-L	Renegade Latitude Altitude 4WD 4-Door Sport Utility Vehicle with Option Package (2-L)	25,135	24,737
BUJH74/2-E	Renegade Trailhawk Base 4WD 4-Door Sport Utility Vehicle with Option Package (2-E)	27,940	27,388
BUJP74/2-G	Renegade Limited 4WD 4-Door Sport Utility Vehicle with Option Package (2-G)	28,240	27,670
SPORT			
2-A	Sport Includes Standard Equipment (See the UBS Sales Representative for Standard Equipment Contents.)	N/C	N/C
LATITUDE			
2-J	Latitude Base Includes Standard Equipment (See the UBS Sales Representative for Standard Equipment Contents.)	N/C	N/C
2-L	Latitude Altitude Includes Standard Equipment (See the UBS Sales Representative for Standard Equipment Contents.) (Included with Latitude Altitude Model Price); on Latitude Base	\$ 695	\$ 639
TRAILHAWK			
2-E	TrailHawk Base Includes Standard Equipment (See the UBS Sales Representative for Standard Equipment Contents.)	N/C	N/C
LIMITED			
2-G	Limited Base Includes Standard Equipment (See the UBS Sales Representative for Standard Equipment Contents.)	N/C	N/C

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2018 Jeep Renegade (Continued)

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

MFG CODE		MFG RETAIL	UBS W'SALE
ALB	Appearance Group, Mopar Exterior; on Sport, Latitude Base, Trailhawk and Limited	\$ 530	\$ 488
AD8	Cold Weather Group II Includes Heated Front Seats, Heated Steering Wheel and Winshield Wiper De-Icer; on Trailhawk	645	593
ADE	Cold Weather Group Includes All-Season Font and Rear Floor Mats, Heated Front Seats, Heated Steering Wheel, Winshield Wiper De-Icer and Rain Sensing Windshield Wipers; On Latitude without Safety & Security Group	645	593
	On Latitude with Safety & Security Group	745	685
M4C	Decals, Mopar BMX; on Sport, Latitude and Limited	295	271
M4B	Decals, Mopar Snowboard; on Sport, Latitude and Limited	295	271
ED -	Engine, 2.4 Liter 4-Cylinder MultiAir (Standard on Limited and Trailhawk); on Sport	1,330	1,224
	On Latitude	1,530	1,408
ACX	Interior Premium Package, Mopar Black Includes Premium Carpeted Cargo Mat, Premium Carpeted Front and Rear Floor Mats and Mopar Bright Pedal Kit [Requires Automatic Transmission (DFH)]; on Sport, Latitude Base, Trailhawk and Limited	250	230
AD4	Interior Protection Package, Mopar Cargo Tray, Mopar Bright Door Entry Guards and Mopar All-Weather Floor Mats; on Sport, Latitude Base, Trailhawk and Limited	250	230
---	Paint, Alpine White (PWV), Anvil (PDS), Black (PX8), Colorado Red (PRX), Glacier Metallic (PSN), Granite Crystal Metallic (PAU), Hypergreen (PJK) or Jetset Blue (PB1)	N/C	N/C
	Paint, Omaha Orange (PKP) or Solar Yellow (PYB); on Sport, Latitude and Trailhawk	N/C	N/C
AJW	Passive Entry Remote Start Package Includes Keyless-Go Engine Start and Remote Control Engine Start [Requires Automatic Transmission (DFH)]; on Sport, Latitude and Trailhawk	350	322
AJY/ALW	Popular Equipment Group Includes Dual-Zone Automatic Air Conditioning, Automatic Day/Night Inside Rearview Mirror, 8-Way Power Driver's Seat Adjuster, Power Driver's Lumbar Seat Adjuster and Split Folding Rear Seat with Pass-Thru [Requires 2.4 Liter 4-Cylinder MultiAir Engine (ED-)] [N/A with Premium Leather Group (AYK)]; on Latitude and Trailhawk	595	547
AWH	Power & Air Group Includes Air Conditioning, Dual Heated Power Mirrors and Speed Control; on Sport	1,495	1,375
AYK	Premium Leather Group Includes Dual Zone Automatic Air Conditioning, Automatic Day/Night Inside Rearview Mirror, 8-Way Power Driver's Seat Adjuster, Power Driver's Lumbar Seat Adjuster, Split Folding Rear Seat with Pass Through, Heated Front Seats, Premium Leather Surfaced Bucket Seats, Heated Steering Wheel and Windshield Wiper De-Icer; on Trailhawk	1,695	1,559
ARY	Radio Equipment, Uconnect 5.0 Includes Rearview Camera [Requires Power & Air Group (AWH)] (Standard on Latitude, Trailhawk and Limited); on Sport	845	777
ARL	Radio Equipment, Uconnect 7.0 [Requires Power & Air Group (AWH)]; on Sport	775	713
AMT	Radio Equipment, Uconnect 8.4 Nav; on Latitude	1,345	1,237
	On Trailhawk and Limited	1,454	1,145
RCV	Radio, Beats Premium; on Latitude, Trailhawk and Limited	695	639
AAF	Safety & Security Group Includes Alarm System, Blind-Spot Alert with Cross Path Detection, HID Headlamps and Tonneau Cover (CSD); on Latitude	945	869
	On Trailhawk and Limited	895	823
AJU	Sport Appearance Group Includes Deep Tinted Sunscreen, Black Roof Rails and 16" Aluminum Wheels [Requires Power & Air Group (AWH)]; on Sport	695	639
GWJ	Sunroof, Dual-Pane Panoramic Power; on Latitude, Trailhawk and Limited	1,495	1,375
GWN	Sunroof, My Sky Power Retractable with Removable Panels; on Latitude, Trailhawk and Limited	1,495	1,375
AAD	Technology Group, Advanced Includes Full Speed Forward Collision Warning System Plus Automatic High Beams Headlamp Control, Lane Departure Warning System and Rear Park Assist System [Requires [Requires 2.4L 4-Cylinder MultiAir Engine (ED-) and Safety & Security Group (AAF)] (N/A on Sport or Trailhawk); on Latitude and Limited	995	915
TBS	Tire, Limited Use Spare (N/A on Latitude Altitude 4WD or Trailhawk); on Sport, Latitude Base, Latitude Altitude FWD and Limited	345	317
CSD	Tonneau Cover [Included with Safety & Security Group (AAF)]; on Latitude, Trailhawk and Limited	75	69

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2018 Jeep Renegade (Continued)

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

MFG CODE		MFG RETAIL	UBS W'SALE
AHT	Trailer Tow Group Includes Class III Trailer Hitch Receiver and 4-Pin Trailer Wiring Harness [N/A with Limited Use Spare Tire (TBS)] (N/A on Sport or on FWD Models); on Latitude 4WD and Limited 4WD	\$ 545	\$ 501
	On Trailhawk 4WD	445	409
DFH	Transmission, 9-Speed Automatic [Requires Passive Entry Remote Start Package (AJW)] (Standard on Limited and Trailhawk); on Sport and Latitude	N/C	N/C
WPR	Wheels, 18" Aluminum; on Latitude Base with 2.4 Liter 4-Cylinder MultiAir Engine (ED)	595	547
	On Latitude Base without 2.4 Liter 4-Cylinder MultiAir Engine (ED)	795	731
WPD	Wheels, Polished Aluminum; on Limited	445	409

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.

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United Buying Service

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2018 Jeep Wrangler JK

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)
WRANGLER JK 2-DOOR			
JKJL72/2-B	Wrangler Sport Base 4WD 2-Door Sport Utility Vehicle Soft Top	\$ 25,090	\$ 24,825
JKJL72/2-S	Wrangler Sport S 4WD 2-Door Sport Utility Vehicle Soft Top	28,090	27,495
JKJL72/2-K	Wrangler Willy's Wheeler Base 4WD 2-Door Sport Utility Vehicle Soft Top	29,390	28,552
JKJL72/2-W	Wrangler Willy's Wheeler W 4WD 2-Door Sport Utility Vehicle Soft Top	31,490	30,521
JKJL72/2-F	Wrangler Freedom Edition 4WD 2-Door Sport Utility Vehicle Soft Top	33,790	32,568
JKJP72/2-G	Wrangler Sahara Base 4WD 2-Door Sport Utility Vehicle Soft Top.	31,540	30,278
JKJP72/2-L	Wrangler Altitude 4WD 2-Door Sport Utility Vehicle Soft Top.	34,540	32,948
JKJS72/2-R	Wrangler Rubicon Base 4WD 2-Door Sport Utility Vehicle Soft Top	34,740	33,222
JKJS72/2-Z	Wrangler Rubicon Recon 4WD 2-Door Sport Utility Vehicle Soft Top	40,240	38,117

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WRANGLER JK 4-DOOR			
JKJM74/2-C	Wrangler Unlimited Sport Base 4WD 4-Door Sport Utility Vehicle Soft Top	28,990	28,586
JKJM74/2-S	Wrangler Unlimited Sport S 4WD 4-Door Sport Utility Vehicle Soft Top	32,190	31,434
JKJM74/2-K	Wrangler Unlimited Willy's Wheeler Base 4WD 4-Door Sport Utility Vehicle Soft Top	33,290	32,413
JKJM74/2-W	Wrangler Unlimited Willy's Wheeler W 4WD 4-Door Sport Utility Vehicle Soft Top	35,390	34,282
JKJM72/2-F	Wrangler Unlimited Freedom Edition 4WD 2-Door Sport Utility Vehicle Soft Top	34,690	33,659
JKJP74/2-G	Wrangler Unlimited Sahara Base 4WD 4-Door Sport Utility Vehicle Soft Top	35,340	33,869
JKJP74/2-L	Wrangler Unlimited Altitude 4WD 4-Door SUV Soft Top	38,340	36,539
JKJS74/2-R	Wrangler Unlimited Rubicon Base 4WD 4-Door Sport Utility Vehicle Soft Top	38,540	36,813
JKJS74/2-Z	Wrangler Unlimited Rubicon Recon 4WD 4-Door Sport Utility Vehicle Soft Top	44,040	41,708

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United Buying Service

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2018 Jeep Wrangler JL

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)
WRANGLER JL 2-DOOR			
JLJL72/2-B	Wrangler Sport Base 4WD 2-Door Sport Utility Vehicle Soft Top	\$ 28,190	\$ 27,864
JLJL72/2-S	Wrangler Sport S 4WD 2-Door Sport Utility Vehicle Soft Top	31,390	30,712
JLJS72/2-R	Wrangler Rubicon Base 4WD 2-Door Sport Utility Vehicle Soft Top	38,190	36,524

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WRANGLER JL 4-DOOR			
JLJM74/2-B	Wrangler Unlimited Sport Base 4WD 4-Door Sport Utility Vehicle Soft Top	31,690	31,230
JLJM74/2-S	Wrangler Unlimited Sport S 4WD 4-Door Sport Utility Vehicle Soft Top	34,890	34,078
JLJP74/2-G	Wrangler Unlimited Sahara 4WD 4-Door Sport Utility Vehicle Soft Top	38,540	36,921
JLJS74/2-R	Wrangler Unlimited Rubicon Base 4WD 4-Door Sport Utility Vehicle Soft Top	41,690	39,820

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

MFG CODE		MFG RETAIL	UBS W'SALE
SPORT			
2-B	Sport Base Includes Standard Equipment (See the UBS Sales Representative for Standard Equipment Contents.)	N/C	N/C
SPORT S			
2-S	Sport S Includes Standard Equipment (See the UBS Sales Representative for Standard Equipment Contents.) (Included with Sport S Model Price); on Sport Base	\$ 3,200	\$ 2,848
SAHARA			
2-G	Sahara Includes Standard Equipment (See the UBS Sales Representative for Standard Equipment Contents.)	N/C	N/C
RUBICON			
2-R	Rubicon Includes Standard Equipment (See the UBS Sales Representative for Standard Equipment Contents.)	N/C	N/C

VISIT US AT UBS4CARS.COM.

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2018 Jeep Wrangler JL (Continued)

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

MFG CODE		MFG RETAIL	UBS W/SALE
HAA	Air Conditioning (Standard on Sport Base 4-Door and Sport S) (N/A on Rubicon), on Sport Base 2-Door.	\$ 1,295	\$ 1,153
DSA	Axle, Anti-Spin Rear Differential (N/A on Rubicon); on Sport and Sahara	595	530
ADE	Cold Weather Group Includes Engine Block Heater, Heated Front Seats and Heated Steering Wheel (N/A on Sport Base); on Sport S	595	530
	On Sahara and Rubicon	895	797
AJP	Convenience Group (N/A on Sport Base, Sahara or Rubicon); on Sport S	195	174
AEM	Dual Top Group (N/A on Sport Base, 2-Door); on 4-Door	2,195	1,954
XBM	Entry System, Remote (N/A on Sport); on Sahara and Rubicon	495	441
MML	Fender Flares, Body Color (N/A on Sport or Sahara); on Rubicon	395	352
---	Floor Mats, Mopar All-Weather	130	116
GCD	Glass, Deep Tinted Sunscreen (Standard on Sport S, Sahara and Rubicon); on Sport Base	495	441
HT1	Hard Top, Black 3-Piece	1,095	975
MX1	Hard Top, Bodycolor 3-Piece (N/A on Sport); on Sahara	1,200	1,068
	On Rubicon		
CHD	Headliner, Mopar Hardtop (N/A on Sport Base); on Sport S 2-Door and Rubicon 2-Door	495	441
	On Sport S 4-Door, Sahara and Rubicon 4-Door	525	467
NHK	Heater, Engine Block	95	85
AEK	Infotainment Group (N/A on Sport); Sahara and Rubicon	1,495	1,331
XWX	Jeep Rated Trail Kit	195	174
AD6	Lighting Group, LED (N/A on Sport); Sahara and Rubicon	895	797
---	Paint, Billet Silver Metallic Clearcoat (PSC), Black Clearcoat (PX8), Bright White Clearcoat (PW7), Firecracker Red Clearcoat (PRC) or Granite Crystal Metallic Clearcoat (PAU)	N/C	N/C
RC9	Radio, Premium Alpine (N/A on Sport Base); on Sport S, Sahara and Rubicon	1,295	1,153
RSC	Radio, SiriusXM Satellite; on Sport	295	263
---	Safety Group (N/A on Sport Base); on Sport S	895	797
	On Sahara and Rubicon	795	708
---	Seats, Leather-Trimmed (N/A on Sport); on Sahara and Rubicon 4-Door	1,495	1,331
	On Rubicon 2-Door	1,395	1,242
DHP	Selec-Trac Full Time 4WD System; on Sahara	595	530
MRK	Side Steps, Tubular (N/A on Sport Base or Rubicon) (Standard on Sahara); on Sport S	695	619
AWS	Smokers Group Includes Removable Ashtray and Cigar Lighter (N/A on Sahara or Rubicon); on Sport	30	27
MX5	Soft Top, Premium Black Sunrider (N/A on Sport Base 2-Door or Sport S 2-Door); on Sport S 4-Door, Sahara and Rubicon	595	530
---	Steel Bumper Group (N/A on Sport or Sahara); on Rubicon	1,295	1,153

DO YOU HAVE A UBS PURCHASE CERTIFICATE?

---	Storage Bag, Soft Top Window (N/A on Sport Base, Sport S 2-Door or Rubicon 2-Door); on Sport S 4-Door, Sahara and Rubicon 4-Door	75	67
---	Technology Group (N/A on Sport Base, Sahara or Rubicon); on Sport S	995	886
---	Trailer Tow & HD Electrical Group	795	708
DFT	Transmission, 8-Speed Automatic	2,000	1,780
---	Wheels, 17" Black with Polished Lip Aluminum (N/A on Sport or Sahara); on Rubicon	895	797
---	Wheels, 17" Polished Granite Crystal Aluminum (N/A on Sport Base, Sahara or Rubicon); On Sport S	895	797
---	Wheels, 18" Tech Gray Polished Face Aluminum (N/A on Sport or Rubicon); on Sahara	895	797

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.



United Buying Service

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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Washington Area

Baltimore Area

Visit us on the Web

2018 KIA

How to use the United Buying Service Price Book:

1. Offer the member or employee access to the **2017 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 2017 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

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Baltimore 410.792.9070
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2018 Kia Forte Sedan

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)
FORTE SEDAN			
C3421	Forte LX FWD 4-Door Sedan Manual	\$ 17,595	\$ 16,441
C3422	Forte LX FWD 4-Door Sedan Automatic	18,695	17,202
C3442	Forte S FWD 4-Door Sedan Automatic	20,195	18,411
C5462	Forte EX FWD 4-Door Sedan Automatic	22,495	20,524

FACTORY AND PORT INSTALLED OPTIONAL EQUIPMENT

MFG CODE		MFG RETAIL	UBS W'SALE
BA	Bumper Applique, Rear (Port Installed)	\$ 75	\$ 62
CH1	Cargo Hook, Trunk	26	22
CA	Cargo Mat (Port Installed)	95	78
CN	Cargo Net (Port Installed)	50	42
CT	Cargo Tray (Port Installed)	80	67
RS	Engine Start, Key Start Remote Control (Port Installed) [N/A with Premium Plus Package (PRP) or Technology Package (PT)] (N/A on LX Manual or EX); on LX Automatic and S	495	410
RSP	Engine Start, Push Button Remote Control (Port Installed) (N/A on LX); on S and EX	495	410
CF	Floor Mats, Carpeted Front and Rear (Port Installed)	125	102

DO YOU HAVE A UBS PURCHASE CERTIFICATE?

EH	Mirror, Auto-Dimming Inside Rearview with Compass and Homelink (Port Installed) [N/A with Premium Plus Package (PRP)]	350	291
MUG	Mud Guards (Port Installed)	95	78
PPP	Paint Protection Package (Port Installed)	200	171
ABP	Paint, Aurora Black Pearl	295	269
SWP	Paint, Snow White Pearl (N/A on LX Manual or S); on LX Automatic and EX	295	269
VLC	Popular Package Includes 7" Rear Camera Display, Auto On/Off Headlights, Drive Mode Select, Dual Illuminated Visor Vanity Mirrors, Front Passenger Seat Back Map Pocket, Illuminated Ignition KeyLock, Premium Cloth Seat Trim, Overhead MapLight and Sunglass Holder, Rear Center Armrest with Cup Holders, Sliding Front Armrest, Tweeter Speakers, Covered Console with Dual 12 Volt Power Outlet and Auxiliary and USB Input Jacks (N/A LX Manual, S, or EX); on LX Automatic	1,000	922
PUC	Premium Plus Package Includes 10-Way Power Adjustable Driver's Seat with 2 Memory Presets, Auto Dimming Rearview Mirror, Autonomous Emergency Braking with Pedestrian Detection System, Front Collision Warning System, Lane Departure Warning System, Lane Keep Assist System, Leather-Wrapped Gear Shift Knob, Power Sunroof, Supervision Meter Cluster with TFT Color LCD Display, UVO eServices Infotainment System with Voice Command Navigation, Ventilated Front Seats, Xenon HID Headlights and Dynamic Bending (N/A LX, or S); on EX	3,900	3,570
SP	Spoiler, Rear (Port Installed)	295	244

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2018 Kia Forte Sedan (Continued)

FACTORY AND PORT INSTALLED OPTIONAL EQUIPMENT

MFG CODE		MFG RETAIL	UBS W'SALE
SPO	Sports Package (N/A on LX Manual or S); on LX Automatic and EX	\$ 197	\$ 82
BSC	Technology Package Includes Autonomous Emergency Braking with Pedestrian Detection, Front Collision Warning System, Lane Departure Warning System, Lane Keep Assist System, Dual Illuminated Visor Vanity Mirrors, Chrome Outside Door Handle Inserts, Front Fog Lights, Leather-Wrapped Gear Shift Knob, LED Rear Tail Lights, Outside Mirrors with LED Turn Signal Indicators, Driver's and Front Passenger's Window with One Touch Auto Up/Down, Push Button Engine Start (RSP), Front Door Pocket Lighting, Power Sunroof and Supervision Meter withTFT Color LCD Display (N/A on LX or EX); on S	1,500	1,380
TCC	Technology Plus Package Includes Autonomous Emergency Braking with Pedestrian Detection, Front Collision Warning System, Lane Departure Warning System, Lane Keep Assist System, Dual Illuminated Visor Vanity Mirrors, Chrome Outside Door Handle Inserts, Front Fog Lights, Leather-Wrapped Gear Shift Knob, LED Rear Tail Lights, Outside Mirrors with LED Turn Signal Indicators, Driver's and Front Passenger's Window with One Touch Auto Up/Down, Push Button Engine Start (RSP), Front Door Pocket Lighting, Power Sunroof, Supervision Meter withTFT Color LCD Display, Blind Spot Detection System, Lane Change Assis and Rear Cross Traffic Alert (N/A on LX or EX); on S	1,700	1,567
WL	Wheel Locks (Port Installed) (N/A on LX); on S and EX	55	42

Understanding the difference

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What to do

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2018 Kia Forte5 Hatchback

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)
FORTE5 HATCHBACK			
C5522	Forte5 LX FWD 5-Door Hatchback Automatic	\$ 19,095	\$ 17,548
C5562	Forte5 S FWD 5-Door Hatchback Automatic	22,995	21,086
C6581	Forte5 SX FWD 5-Door Hatchback Manual	26,895	24,580
C6582	Forte5 SX FWD 5-Door Hatchback Automatic	22,695	22,556

FACTORY AND PORT INSTALLED OPTIONAL EQUIPMENT

MFG CODE		MFG RETAIL	UBS W'SALE
BA5	Bumper Applique, Rear (Port Installed)	\$ 75	\$ 62
CH1	Cargo Hook, Trunk	26	22
CA5	Cargo Mat (Port Installed)	95	78
CN5	Cargo Net (Port Installed)	50	42
CT5	Cargo Tray (Port Installed)	80	67
RS	Engine Start, Key Start Remote Control (Port Installed) [N/A with Popular Plus Package (LAC)] (N/A on EX or SX); on LX	495	410
RSP	Engine Start, Push Button Remote Control (Port Installed) (N/A on SX Manual); on LX, EX and SX Automatic	495	410

DO YOU HAVE A UBS PURCHASE CERTIFICATE?

CF	Floor Mats, Carpeted Front and Rear (Port Installed)	125	102
EH	Mirror, Auto-Dimming Inside Rearview with Compass and Homelink (Port Installed) [N/A with Premium Tech Package (TGC/TYC) or Popular Plus Package (LAC)]	350	291
MUG	Mud Guards (Port Installed)	95	78
PPP	Paint Protection Package (Port Installed)	200	171
ABP	Paint, Aurora Black Pearl	295	269
SWP	Paint, Snow White Pearl (N/A on LX Manual or S); on LX Automatic and EX	295	269
VLC	Popular Package Includes 7" Rear Camera Display, Auto On/Off Headlights, Drive Mode Select, Dual Illuminated Visor Vanity Mirrors, Front Passenger Seat Back Map Pocket, Illuminated Ignition KeyLock, Premium Cloth Seat Trim, Overhead MapLight and Sunglass Holder, Rear Center Armrest with Cup Holders, Sliding Front Armrest, Tweeter Speakers, Covered Console with Dual 12 Volt Power Outlet and Auxiliary and USB Input Jacks (N/A LX Manual, S, or EX); on LX Automatic	1,000	922
LAC	Popular Plus Package Includes 16" Alloy Wheels, 7" Rear Camera Display, Auto-On/Auto-Off Headlights, Cruise Control with Steering Wheel Mounted Controls, dual Illuminated Visor Vanity Mirrors, Front Fog Lights, Leather-Wrapped Steering Wheel, Push Button Engine Start with Smart Key and Immobilizer, Perimeter Approach Lighting, Front Door Pocket Lighting, Outside Mirrors with LED Turn Signal Indicators, Overhead Map Light and Sunglass Holder, Rear LED Taillights, UVO eServices Infotainment System and Android Auto and Apple CarPlay Smartphone Integration (N/A on EX or SX); on LX	2,000	1,844

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2018 Kia Forte5 Hatchback (Continued)

FACTORY AND PORT INSTALLED OPTIONAL EQUIPMENT

MFG CODE		MFG RETAIL	UBS W'SALE
PUC	Premium Plus Package Includes 10-Way Power Adjustable Driver's Seat with 2 Memory Presets, Auto Dimming Rearview Mirror, Autonomous Emergency Braking with Pedestrian Detection System, Front Collision Warning System, Lane Departure Warning System, Lane Keep Assist System, Leather-Wrapped Gear Shift Knob, Power Sunroof, Supervision Meter Cluster with TFT Color LCD Display, UVO eServices Infotainment System with Voice Command Navigation, Ventilated Front Seats, Xenon HID Headlights and Dynamic Bending (N/A LX, or S); on EX	\$ 3,900	\$ 3,570
TGC/TYC	Premium Tech Package Includes 10-Way Power Adjustable Driver's Seat with Two Memory Presets, Auto Dimming Inside Rearview Mirror, Blind-Spot Detection, Lane Change Assist, Rear Cross Traffic Alert, Dual Zone Automatic Temperature Control with Rear Vents, Power Sunroof, Supervision Meter Cluster with 4.2" TFT Color LCD Display, UVO eServices Infotainment System with Voice Command Navigation, Ventilated Front Seats and Xenon HID Headlights (N/A on LX or SX Manual); on EX and SX Automatic	3,600	3,236
SP	Spoiler, Rear (Port Installed)	295	244
SPO	Sports Package (N/A on LX Manual or S); on LX Automatic and EX	197	82
BSC	Technology Package Includes Autonomous Emergency Braking with Pedestrian Detection, Front Collision Warning System, Lane Departure Warning System, Lane Keep Assist System, Dual Illuminated Visor Vanity Mirrors, Chrome Outside Door Handle Inserts, Front Fog Lights, Leather-Wrapped Gear Shift Knob, LED Rear Tail Lights, Outside Mirrors with LED Turn Signal Indicators, Driver's and Front Passenger's Window with One Touch Auto Up/Down, Push Button Engine Start (RSP), Front Door Pocket Lighting, Power Sunroof and Supervision Meter with TFT Color LCD Display (N/A on LX or EX); on S	1,500	1,380
TCC	Technology Plus Package Includes Autonomous Emergency Braking with Pedestrian Detection, Front Collision Warning System, Lane Departure Warning System, Lane Keep Assist System, Dual Illuminated Visor Vanity Mirrors, Chrome Outside Door Handle Inserts, Front Fog Lights, Leather-Wrapped Gear Shift Knob, LED Rear Tail Lights, Outside Mirrors with LED Turn Signal Indicators, Driver's and Front Passenger's Window with One Touch Auto Up/Down, Push Button Engine Start (RSP), Front Door Pocket Lighting, Power Sunroof, Supervision Meter with TFT Color LCD Display, Blind Spot Detection System, Lane Change Assist and Rear Cross Traffic Alert (N/A on LX or EX); on S	1,700	1,567
WL	Wheel Locks (Port Installed) (N/A on LX); on EX and SX	55	42

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.

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2018 Kia Niro

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)
G4212	Niro FE FWD 4-Door Crossover Sport Utility Automated Manual	\$ 24,180	\$ 23,338
G4222	Niro LX FWD 4-Door Crossover Sport Utility Automated Manual	24,490	23,600
G4242	Niro EX FWD 4-Door Crossover Sport Utility Automated Manual	26,990	25,639
G4262	Niro Touring Base FWD 4-Door Crossover Sport Utility Automated Manual	32,840	31,134

FACTORY AND PORT INSTALLED OPTIONAL EQUIPMENT

MFG CODE		MFG RETAIL	UBS W'SALE
TCG/TYG	Advanced Technology Package Includes Autonomous Emergency Braking with Pedestrian Detection System, Forward Collision Warning System, Lane Keep Assist System and Smart Cruise Control; on EX also Includes 10-Way Power Driver's Seat with 2-Way Power Lumbar Support	\$ 1,950	\$ 1,789
	On LX also Includes Leather-Wrapped Steering Wheel and Gear Shift Knob, LED Daytime Running Lights and Front Fog Lights	1,450	1,335
BA	Bumper Applique, Rear (Port Installed)	75	62
CO	Cargo Cover (Port Installed) (Standard on EX and Touring); on FE and LX	150	120
CA	Cargo Mat (Port Installed) (Standard on FE); on LX, EX and Touring	95	78
CN	Cargo Net (Port Installed)	50	42
CT	Cargo Tray (Port Installed)	80	67
CTS	Cargo Tray, Seatback (Port Installed) (N/A on FE); on LX, EX and Touring	115	93

REMEMBER TO ASK ABOUT INCENTIVES.

CB	Cross Bars (Port Installed) (N/A on FE); on LX, EX and Touring	285	239
CF	Floor Mats, Carpeted (Port Installed)	135	108
EH	Mirror, Automatic Day/Night Inside Rearview (Standard on EX and Touring); on FE and LX	350	291
MUG	Mud Guards (Port Installed)	95	78
PPP	Paint Protection Film (Port Installed)	200	171
----	Paint, Aurora Black Pearl (ABP) or Snow White Pearl (SWP)	395	362
PRG	Premium Package Includes Deluxe Scuff Plates, Glossy Black Radiator Grille Trim, HID Headlamps, Power Tilt-Slide Sunroof, Leather Seat Trim, Heated and Ventilated Front Seats, Heated Steering Wheel, 10-Way Power Driver's Seat with 2-Way Power Lumbar Support, Integrated Memory System for Driver's Seat and Outside Mirrors, 8" Navigation System, Harmon Kardon Premium Audio System with 8 Speakers, External Amplifier and Subwoofer, UVO eServices Infotainment System with Android Auto and Apple CarPlay Smartphone Integration, Low Washer Fluid Warning System, Driver Seatback Pocket, Smart Cruise Control, 110V Inverter and Wireless Phone Charger; on EX	5,300	4,917
ADP	Scuff Plates, Aluminum Door (Port Installed) (N/A on Touring); on FE, LX and EX	100	83

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2018 Kia Niro (Continued)

FACTORY AND PORT INSTALLED OPTIONAL EQUIPMENT

MFG CODE		MFG RETAIL	UBS W'SALE
ORG	Touring Graphite Edition Includes 18" Black Alloy Wheels, Platinum Exterior Color, Unique Metallic Color Front Grille Insert, Black Colored Roof Rails, Charcoal Cloth and Leather Seat Trim, 10-Way Power Driver's Seat with 2-Way Power Lumbar Support, 8" Navigation System, Harmon Kardon Premium Audio System with 8 Speakers, External Amplifier and Subwoofer and UVO eServices Infotainment System with Android Auto and Apple CarPlay Smartphone Integration; on EX	\$ 2,400	\$ 2,209
WL	Wheel Locks (Port Installed)	55	42

Understanding the difference

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2018 Kia Optima

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)
53222	Optima LX Base FWD 4-Door Sedan	\$ 23,395	\$ 21,871
54222	Optima LX Turbo FWD 4-Door Sedan	25,195	23,093
53232	Optima S FWD 4-Door Sedan Automatic	24,395	22,794
53242	Optima EX FWD 4-Door Sedan Automatic	26,495	24,056
55282	Optima SX FWD 4-Door Sedan Automatic	31,395	28,579

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FACTORY AND PORT INSTALLED OPTIONAL EQUIPMENT

MFG CODE		MFG RETAIL	UBS W'SALE
BA	Bumper Applique, Rear (Port Installed)	\$ 75	\$ 62
CH1	Cargo Hook (Port Installed)	30	26
CA	Cargo Mat (Port Installed)	95	78
CN	Cargo Net (Port Installed)	50	42
CT	Cargo Tray (Port Installed)	80	67
CV5	Convenience Package Includes 10-Way Power Adjustable Driver's Seat with 2-Way Power Lumbar Support, Laminated Front Door Windows and Power Front Windows with Auto Up/Down (N/A on LX Turbo, S, EX or SX); on LX Base	700	638
DSA	Door Sill Applique (Port Installed)	110	93
RSP	Engine Start, Push Button (Port Installed) (N/A on LX, S or SX); on EX	425	353
RS	Engine Start, Remote Control (Port Installed) (N/A on LX Turbo, EX or SX); on LX Base and S	425	353
CF	Floor Mats, Carpeted (Port Installed) (Standard on EX and SX); on LX and S	135	108
EH	Mirror, Automatic Day/Night Inside Rearview with Compass and Garage Door Opener (Port Installed)	350	291
MUG	Mud Guards (Port Installed)	95	78
PPP	Paint Protection Film (Port Installed)	200	171
ABP	Paint, Aurora Black Pearl (N/A on LX Turbo, EX or SX); on LX Base	395	362
SWP	Paint, Snow White Pearl (Standard on SX); on LX, S and EX	395	362
WE5	Panoramic Sport Package Includes P235/45R-18 Kumho Tires, 18" Alloy Wheels, Larger Front Disc Brakes, Sport Side Sills with Gloss Black Accent Trim, Panoramic Sunroof and Overhead LED Front and Rear Reading Lights (N/A on LX, EX or SX); on S	1,300	1,216

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2018 Kia Optima (Continued)

FACTORY AND PORT INSTALLED OPTIONAL EQUIPMENT

MFG CODE		MFG RETAIL	UBS W'SALE
PI5	Premium Package Includes 10-Way Power Adjustable Driver's Seat with 2-Way Power Lumbar Support, Auto Dimming Rearview Mirror, Panoramic Sunroof, Overhead LED Front and Rear Reading Lights and Ventilated Front Seats (N/A on LX, S, EX or SX); on EX	\$ 2,088	\$ 2,300
RO5	Sunroof Package, Panoramic Includes Panoramic Sunroof, Overhead LED Front and Rear Reading Lights and Gloss Black Door Pillar and Frame Cover (N/A on LX, EX or SX); On S	1,000	932
T-5	Technology Package, Premium Includes 8" Navigation with Harmon Kardon Quantum Logic Premium Surround Sound, Advanced Driver Assist System, Advanced Smart Cruise Control, Autonomous Emergency Braking System, Electronic Parking Brake, Forward Collision Warning System, High Beam Assist and Lane Departure Warning System (N/A on LX or S); on EX and SX	3,000	2,727
N-5	Turbo Limited Package Includes P235/45R-18 Michelin Tires, 18" Chrome Alloy Wheels, Chrome Accent Front and Rear Bumper, Chrome Accent Side Sills, Front Upper Door Trim with Silver Perforated Stitching, Heated Rear Outboard Seat Cushions, Heated Steering Wheel, Instrument Panel with Silver Perforated Stitching, Leather-Wrapped D-Shaped Steering Wheel with Black Perforated Stitching and Paddle Shifters, Nappa Leather Seat Trim, Premium Suede Black Headliner Material and Pillar Covers, Rear Side Window Sun Shades, Rear Upper Door Trim with Silver Perforated Stitching, Surround View Monitor and SXL Emblem (N/A on LX, S or EX); on SX	2,100	1,925
WL	Wheel Locks (Port Installed)	55	42

Understanding the difference

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What to do

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2018 Kia Optima Hybrid

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
Z5222	Optima Premium Hybrid FWD 4-Door Sedan	\$ 26,890	\$ 24,509
5Z242	Optima EX Base Hybrid FWD 4-Door Sedan	31,885	28,955
X5242	Optima EX Plug-In Hybrid FWD 4-Door Sedan	36,105	32,985

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FACTORY AND PORT INSTALLED OPTIONAL EQUIPMENT

MFG CODE		MFG RETAIL	UBS W'SALE
BA	Bumper Applique, Rear (Port Installed)	\$ 75	\$ 62
CH1	Cargo Hook (Port Installed)	30	26
CA	Cargo Mat (Port Installed)	95	78
CN	Cargo Net (Port Installed)	50	42
HCN	Convenience Package Includes 12-Way Power Adjustable Driver's Seat with 4-Way Power Lumbar Support, Blind Spot Detection with Rear Cross Traffic Alert, Rear Parking Assist System, Integrated Memory System with 2-Position Memory for Driver's Seat and Outside Mirrors, Laminated Front Door Windows, Power-Folding Heated Outside Mirrors, Rear Air Conditioning Vents and USB Charger (N/A on EX); on Premium	1,795	1,666
CF	Floor Mats, Carpeted (Port Installed) (Standard on EX); on Premium	135	108
EH	Mirror, Automatic Day/Night Inside Rearview with Compass and Garage Door Opener (Port Installed)	350	291
MUG	Mud Guards (Port Installed)	95	78
PPP	Paint Protection Film (Port Installed)	200	171
ABP	Paint, Aurora Black Pearl	395	362
SWP	Paint, Snow White Pearl	395	362
TK1/EPP	Technology Package Includes 10-Way Power Adjustable Driver's Seat with 2-Way Power Lumbar Support, Panoramic Sunroof with Gloss Black B-Pillar, Autonomous Emergency Braking System, Advanced Smart Cruise Control, Blind Spot Detection with Rear Cross Traffic Alert, Rear Parking Assist System, Front Collision Warning System, Lane Departure Warning System, LED Headlights with Dynamic Bending Light, High Beam Assist, Overhead LED Front and Rear Reading Lamps, Heated Rear Seats, Rear Side Window Sunshades and Ventilated Front Seats; on EX Base Hybrid	5,000	4,618
	On EX Plug-In Hybrid	5,250	4,831
WL	Wheel Locks (Port Installed)	55	42

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2018 Kia Rio

To Calculate the UBS Price:

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MFG CODE	MODELS	MFG RETAIL	UBS W'SALE (Includes Freight)
RIO HATCHBACK			
31521	Rio5 LX FWD 5-Door Hatchback Manual	\$ 15,095	\$ 13,827
31522	Rio5 LX FWD 5-Door Hatchback Automatic	16,185	14,711
31562	Rio5 EX FWD 5-Door Hatchback Automatic	17,295	15,761
31582	Rio5 SX FWD 5-Door Hatchback Automatic	19,595	17,726

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RIO SEDAN			
31421	Rio LX FWD 4-Door Sedan Manual	14,795	13,530
31422	Rio LX FWD 4-Door Sedan Automatic	15,885	14,420
31442	Rio S FWD 4-Door Sedan Automatic	16,995	15,470
31462	Rio EX FWD 4-Door Sedan Automatic	19,295	17,438

FACTORY AND PORT INSTALLED OPTIONAL EQUIPMENT

MFG CODE		MFG RETAIL	UBS W'SALE
BA	Bumper Applique, Rear (Port Installed)	\$ 75	\$ 62
CA	Cargo Mat (Port Installed) (N/A on Hatchbacks); on Sedans	95	78
CN	Cargo Net (Port Installed)	50	42
CT	Cargo Tray (Port Installed) (N/A on Hatchbacks); on Sedans	80	67
CTS	Cargo Tray and Seatback Cover (Port Installed) (N/A on Sedans); on Hatchbacks.	115	93
CF	Floor Mats, Carpeted (Port Installed)	130	104
	Launch Edition Package; on EX	500	460
EH	Mirror, Automatic Day/Night Inside Rearview with Compass (Port Installed)	350	291
MUG	Mud Guards (Port Installed)	95	78
PP	Paint Protection Package (Port Installed)	200	171

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WL	Wheel Locks (Port Installed); on EX	55	42
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2018 Kia Sedona

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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)
64212	Sedona L FWD 4-Door Van	\$ 27,850	\$ 26,275
64222	Sedona LX FWD 4-Door Van	29,850	28,081
64242	Sedona EX FWD 4-Door Van	34,550	31,919
64282	Sedona SX FWD 4-Door Van	37,850	34,940
64292	Sedona Limited FWD 4-Door Van	42,850	39,522

FACTORY AND PORT INSTALLED OPTIONAL EQUIPMENT

MFG CODE		MFG RETAIL	UBS W'SALE
PEM	Advanced Premium Technology Package Includes Supervision Gauge Cluster info Center, 4-Way Power Driver Lumbar Support, 8-Way Power Passenger Seat, 3-Stage Heated 2nd Row Seat Cushions, Memory for Driver's Seat and Mirrors, Power Switch for Driver to Adjust Front Passenger Seat, Blind-Spot Detection with Rear Cross Traffic Alert, Autonomous Emergency Braking, Lane Departure Warning System, Forward Collision Warning System and Smart Cruise Control (N/A on L, LX, SX or Limited); on EX	\$ 2,800	\$ 2,602
ADT	Advanced Technology Package Includes Blind-Spot Detection with Rear Cross Traffic Alert, Heated Outside Mirrors, Illuminated Glove Box, Autonomous Emergency Braking, Lane Departure Warning System, Forward Collision Warning System, Smart Cruise Control and Supervision Gauge Cluster Info Center [Requires Essentials Premium Package (ESP)] (N/A on L, EX, SX or Limited); on LX	1,900	1,777
TUR	Advanced Touring Package Includes Acoustic Windshield, 8-Passenger Seating with 2 nd Row Center Tumbler Seat, Surround View Monitor, Unique Xenon HID Headlights with Auto Leveling and High Beam Assist, Dynamic Bending Light, 110V Inverter in Cargo/Luggage Zone, Heated Steering Wheel, Autonomous Emergency Braking, Lane Departure Warning System, Forward Collision Warning System and Smart Cruise Control (N/A on L, LX, EX or Limited); on SX	3,900	3,626
CN	Cargo Net, (Port Installed)	50	42
CB	Crossbars (Port Installed) (N/A on L); on LX, EX, SX and Limited	285	239
DO YOU HAVE A UBS PURCHASE CERTIFICATE?			
RS	Engine Start, Remote Control with Key Start (Port Installed) (N/A on EX, SX or Limited); on L and LX	425	353
RSP	Engine Start, Remote Control with Push Button Start (Port Installed) (N/A on L); on LX, EX, SX and Limited	425	353
RSE	Entertainment System, Rear Seat (Port Installed)	1,095	993

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2018 Kia Sedona (Continued)

FACTORY INSTALLED OPTIONAL EQUIPMENT

MFG CODE		MFG RETAIL	UBS W'SALE
ESP	Essentials Premium Package Includes Silver Painted Roof Rails, Leather Seating, Leather-Wrapped Steering Wheel, Leather-Wrapped Shift Knob, 3.5" OLED Gauge Cluster Information Center, Push Button Start with Smart Key and Immobilizer, 2nd and 3rd Row Sunshades, 3-Stage Heated Front Seats, Dual Glovebox with Cooling, UVO3 and TMU with Rear-Camera, Android Auto and Apple Car Play Smartphone Integration and Front and Rear Park Assist System (N/A on L, EX, SX or Limited); on LX	\$ 2,400	\$ 2,221
CF	Floor Mats, Carpeted (Port Installed) (Standard on SX and Limited); on L, LX and EX	200	170
CN	Hood Film (Port Installed)	100	83
EH	Mirror, Automatic Day/Night Inside Rearview Includes Compass and Garage Door Opener (N/A on EX, SX or Limited); on L and LX	350	291
MUG	Mud Guards (Port Installed)	95	78
PSG	Prestige Package Includes Dual Sunroof, 7-Passenger Seating with 2nd Row First-Class Lounge Seats, Premium Nappa Leather Seat Trim and Premium Headliner (N/A on L, LX, EX or SX); on Limited	1,000	923
TH	Trailer Hitch (Port Installed)	400	332
WL	Wheel Locks (Port Installed)	55	42

Understanding the difference

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Baltimore 410.792.9070

ubs4cars.com

2018 Kia Sorento

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)
SORENTO FWD			
73212	Sorento L 2.4L FWD 4-Door Sport Utility Vehicle	\$ 25,835	\$ 25,091
73222	Sorento LX 2.4L FWD 4-Door Sport Utility Vehicle	28,040	26,293
74222	Sorento LX V6 FWD 4-Door Sport Utility Vehicle	30,440	28,674
75242	Sorento EX 2.0L FWD 4-Door Sport Utility Vehicle	33,940	31,563
74242	Sorento EX V6 FWD 4-Door Sport Utility Vehicle	35,040	32,600
74282	Sorento SX V6 FWD 4-Door Sport Utility Vehicle	40,040	37,069
74292	Sorento SX Limited FWD 4-Door Sport Utility Vehicle	44,940	42,034
SORENTO AWD			
73422	Sorento LX 2.4L AWD 4-Door Sport Utility Vehicle	30,830	28,972
74422	Sorento LX V6 AWD 4-Door Sport Utility Vehicle	32,240	30,438
75442	Sorento EX 2.0L AWD 4-Door Sport Utility Vehicle	35,740	33,292
74442	Sorento EX V6 AWD 4-Door Sport Utility Vehicle	36,840	34,331
74482	Sorento SX V6 AWD 4-Door Sport Utility Vehicle	41,840	38,783
74492	Sorento SX Limited AWD 4-Door Sport Utility Vehicle	47,140	43,749

FACTORY AND PORT INSTALLED OPTIONAL EQUIPMENT

MFG CODE		MFG RETAIL	UBS W'SALE
CO	Cargo Cover (Port Installed)	\$ 150	\$ 120
CA	Cargo Mat (Port Installed) [N/A with 3 rd Row Seating Package (TRS)] (N/A on LX V6, EX V6 or SX); on L, LX 2.4L and EX 2.0L	95	78
CN	Cargo Net (Port Installed)	50	42
VISIT US AT UBS4CARS.COM.			
CT/CT7	Cargo Tray (Port Installed); on L, LX 2.4L without Seating Package (TSA) and on EX 2.0L . On LX 2.4L with Seating Package (TSA), LX V6, EX V6 and on SX	95 115	78 93
C-7	Convenience Package Includes 10-Way Power Adjustable Driver's Seat with Lumbar Support, Heated Front Seats, Leather-Wrapped Steering Wheel and Shifter, Dual Zone Auto HVAC with Ionizer Filtration, Auto Dimming Inside Rearview Mirror, Rear Backup Park Assist, Shark Fin Style Antenna and UV03 Telematics Audio Headunit (N/A on L, EX or SX); on LX 2.4L	1,700	1,580
	On LX V6 also Includes Blind Spot Detection System, Rear Cross Traffic Alert, Premium TFT Supervision Meter Cluster and 3rd Row Air Conditioning with Controls	2,500	2,306
RS/RSP	Engine Start, Remote Control (Port Installed)	425	353

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2018 Kia Sorento (Continued)

FACTORY INSTALLED OPTIONAL EQUIPMENT

MFG CODE		MFG RETAIL	UBS W'SALE
CF/CM	Floor Mats, Carpeted Front and Rear (Port Installed) (Standard on SX); on L, LX 2.4L without Seating Package (TSA) and on EX 2.0L	\$ 135	\$ 108
	On LX 2.4L with Seating Package (3R7), LX V6 and on EX V6.	155	129
IL	Lighting Kit, Interior (Port Installed)	450	374
PL	Lights, Puddle (Port Installed)	240	202
EH	Mirror, Automatic Day/Night Inside Rearview with Garage Door Opener Includes Compass (Port Installed) (N/A on EX or SX); on L and LX	350	291
MUG	Mud Guards (Port Installed)	95	78
CB -	Roof Rail Crosssbars (Port Installed)	225	187
SPL	Scuff Plates, Illuminated (Port Installed) (N/A on SX); on L, LX and EX	250	208
3R7	Seating Package, 3rd Row Includes Split-Folding Third Row Seat [Requires Convenience Package (C-7)] (N/A on L or EX 2.0L) (Standard on LX 2.4L AWD, LX V6, EX V6 and SX); on LX 2.4L FWD	1,490	1,379
SS	Side Step Bars (Port Installed)	495	410
T-7	Technology Package, Advanced Includes Autonomous Emergency Braking, Forward Collision Warning, Lane Departure Warning, Advanced Smart Cruise Control and Electronic Parking Brake [Requires Convenience Package (CP)] (N/A on L, EX or SX Limited); on LX 2.4L also Includes Premium TFT Supervision Meter Cluster	1,500	1,415
	On LX V6	1,000	944
	On SX V6 also Includes HID Headlamps with Auto Leveling, Dynamic Bending Light, Ventilated Front Seats and Heated Steering Wheel	2,000	1,868
OR7	Touring Package, Advanced Includes Includes Autonomous Emergency Braking, Forward Collision Warning, Lane Departure Warning, Advanced Smart Cruise Control, Electronic Parking Brake, Panoramic Sunroof with Power Sunshade, LED Interior Lighting, Chrome Roof Rails and 110V Inverter (N/A on L, LX or SX); on EX	2,900	2,674
TH/TO	Trailer Hitch (Port Installed)	395	327
WL	Wheel Locks (Port Installed)	55	42
WH	Windshield Washers, Heated (Port Installed)	250	208

Understanding the difference

UBS Base Price already includes destination/freight, factory invoiced advertising, processing 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

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Washington 301.657.1920

Baltimore 410.792.9070

ubs4cars.com

2018 Kia Soul

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)
B1511	Soul Base FWD 4-Door Wagon Manual	\$ 16,995	\$ 15,920
B1512	Soul Base FWD 4-Door Wagon Automatic	18,595	17,299
B2522	Soul Plus + FWD 4-Door Wagon Automatic	21,195	19,427
B2542	Soul Exclaim ! FWD 4-Door Wagon Automatic	23,695	21,782

FACTORY AND PORT INSTALLED OPTIONAL EQUIPMENT

MFG CODE		MFG RETAIL	UBS W'SALE
ADB	Audio Package Includes Navigation with 8" Display and HD Radio, Harmon Kardon Audio with Center Speaker, Subwoofer and Amplifier, Speaker Lights, Push-Button Engine Start with Smart Key, Immobilizer, Leatherette Meter Hood, Door Trim and Door Armrests, Piano Black Accents, Chrome Inside Door Handles, Leather-Wrapped Shift Knob, Leather-Wrapped Steering Wheel and 2 USB Center Console Chargers (N/A on Base or Exclaim !); on Plus +	\$ 1,500	\$ 1,377
BA	Bumper Applique, Rear (Port Installed) (N/A on Base); on Plus + and Exclaim !	75	62
CN	Cargo Net (Port Installed)	50	42
CT	Cargo Tray (Port Installed)	80	67
CTS	Cargo Tray and Seatback Cover (Port Installed)	115	93
CVB	Convenience Package Includes UV03 with eServices, Rear Camera Display, Auto On/Off Headlamps and Automatic Temperature Control with Cluster Ionizer (N/A on Base Manual, Plus + or Exclaim !); on Base Automatic	1,200	1,146
CB	Cross Bars, Roof Rail (Port Installed)	225	187
DEB	Designer Collection Package Includes 18" Alloy Wheels, Leather-Wrapped Shift Knob, Leather-Wrapped Steering Wheel, Two Tone Roof Treatment and P235/45R-18 Tires (N/A on Base or Exclaim !); on Plus +	400	366
CF	Floor Mats, Carpeted (Port Installed)	125	102
IL	Interior Lighting Kit (Port Installed)	450	374
PL	Lights, Puddle (Port Installed)	225	192
CMC	Mirror Caps, Chrome (N/A on Base or Plus +); on and Exclaim !	115	93
EH	Mirror, Automatic Day/Night Inside Rearview with Compass and Garage Door Opener (Port Installed)	350	291
MUG	Mud Guards (Port Installed)	95	78
PPP	Paint Protection Package (Port Installed)	200	171
PED	Pedals, Sport (Port Installed)	80	67

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2018 Kia Soul (Continued)

FACTORY AND PORT INSTALLED OPTIONAL EQUIPMENT

MFG CODE		MFG RETAIL	UBS W'SALE
MMB	Primo Lit Package Includes Panoramic Sunroof with Power Sunshade, Supervision Meter Cluster with Color LCD Display, Leather Seat Trim, 10-Way Power Driver's Seat with Lumbar Support, 8-Way Power Passengers Seat, Ventilated Driver and Front Passenger Seats, Heated Front and Rear Outboard Seats, Heated Steering Wheel, Blind-Spot Detection System, Power Folding Outside Mirrors, Lane Departure Warning System, Forward Collision Warning System, Autonomous Emergency Braking System, Smart Cruise Control, LED TailLights, HID Projector Low Beam Headlights and LED Positioning Lights [Requires Audio Package (AU)] (N/A on Base or Exclaim !); on Plus +	\$ 4,500	\$ 4,176
MOB	Primo Package Includes Panoramic Sunroof with Power Sunshade, Supervision Meter Cluster with Color LCD Display, Leather Seat Trim, 10-Way Power Driver's Seat with Lumbar Support, 8-Way Power Passengers Seat, Ventilated Driver and Front Passenger Seats, Heated Front and Rear Outboard Seats, Heated Steering Wheel, Blind-Spot Detection System, Power Folding Outside Mirrors, Lane Departure Warning System, Forward Collision Warning System, Autonomous Emergency Braking System and Smart Cruise Control [Requires Audio Package (AU)] (N/A on Base or Exclaim !); on Plus +	4,300	3,990
RS	Remote Start Kit, Key Start (Port Installed) (N/A on Base Manual); on Base Automatic, Plus + and Exclaim !	425	353
RSP	Remote Start Kit, Push Button (N/A on Base); on Plus + and Exclaim !	425	353
SPL	Scuff Plates, Illuminated (Port Installed)	250	208
SP	Spoiler, Rear (Port Installed)	395	327
ROB	Sunroof Package, Panoramic Includes Panoramic Sunroof with Power Sunshade [Requires Technology Package (TEB)] (N/A on Base or Plus +); on Exclaim !	1,000	932
TEB	Technology Package Includes Navigation with 8" Display, Harmon Kardon Audio with Center Speaker, Subwoofer and Amplifier, Speaker Lights, 10-Way Power Driver's Seat with Lumbar Support, 8-Way Power Passengers Seat, Blind-Spot Detection System, Power Folding Outside Mirrors, 2 USB Center Console Chargers, Heated Front and Rear Outboard Seats, Heated Steering Wheel, HID Projector Low Beam Headlights, LED Positioning Lights, LED Front Fog Lights and LED Taillights (N/A on Base or Plus +); on Exclaim !	3,000	2,794
WL	Wheel Locks (Port Installed)	55	42

Understanding the difference

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What to do

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Baltimore 410.792.9070

ubs4cars.com

2018 Kia Sportage

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)
SPORTAGE FWD			
42222	Sportage LX FWD 4-Door Sport Utility Vehicle Automatic	\$ 24,395	\$ 23,219
42242	Sportage EX FWD 4-Door Sport Utility Vehicle Automatic	27,195	25,626
45282	Sportage SX FWD 4-Door Sport Utility Vehicle Automatic	33,695	31,763

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SPORTAGE AWD			
42422	Sportage LX AWD 4-Door Sport Utility Vehicle Automatic	25,895	24,663
42442	Sportage EX AWD 4-Door Sport Utility Vehicle Automatic	28,695	27,070
45482	Sportage SX AWD 4-Door Sport Utility Vehicle Automatic	35,195	33,208

FACTORY AND PORT INSTALLED OPTIONAL EQUIPMENT

MFG CODE		MFG RETAIL	UBS W'SALE
BA	Bumper Applique, Rear (Port Installed)	\$ 75	\$ 62
CO	Cargo Cover (Port Installed)	150	120
CA	Cargo Mat (Port Installed)	95	78
CN	Cargo Net (Port Installed)	50	42
CT	Cargo Tray (Port Installed)	80	67
CB	Cross Bars (Port Installed)	225	187
RS	Engine Start, Remote Key (Port Installed) (N/A on EX or SX); on LX	425	353
VISIT US AT UBS4CARS.COM.			
RSP	Engine Start, Remote Push Button (Port Installed) (N/A on LX); on EX and SX	425	353
CF	Floor Mats, Carpeted (Port Installed)	108	135
IL	Light Kit, Interior (Port Installed)	300	249
EH	Mirror, Auto-Dimming Insider Rearview with HomeLink and Compass (Port Installed) (N/A on SX); on LX and EX	350	291
MUG	Mud Guards (Port Installed) [N/A with Side Steps (SS)]	95	78
PPP	Paint Protection Package	200	171
UD	Paint, Clear White (N/A on EX or SX); on LX	N/C	N/C
---	Paint, Hyper Red (HR), Sparkling Silver (SS), Black Cherry (BK), Mineral Silver (E6S), Pacific Blue (PB) or Burnished Copper (BC)	N/C	N/C

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2018 Kia Sportage (Continued)

FACTORY AND PORT INSTALLED OPTIONAL EQUIPMENT

MFG CODE		MFG RETAIL	UBS W'SALE
SWP	Paint, Snow White Pearl (N/A on LX); on EX and SX	\$ 395	\$ 362
PA4	Popular Package Includes 10-Way Power Adjustable Driver's Seat with Power Lumbar Support, Heated Seats, Roof Rails, UV-Reducing Solar Control Glass, Windshield Wiper De-Icer, Dual Illuminated Visor Vanity Mirrors, 7" Touchscreen with Android Auto and eServices Telematics, Air Ionizer, Full Auto Temperature Control and Auto Defogger (N/A on EX or SX); on LX	1,200	1,107
PR4	Premium Package Includes Panoramic Sunroof with Power Sunshade, Heated Steering Wheel, Auto-Dimming Inside Rearview Mirror with Homelink and LED Interior Lighting (N/A on LX or SX); on EX	1,700	1,562
SA4	Sport Appearance Package Includes Front and Rear Silver Skid Plate, LED Fog Lamp, LED Taillights with Bright Connecting Trim, D-Cut Steering Wheel, Metal Sport Pedals, Deluxe Door Scuff, Cool Gray Interior Color Pack, Satin Side Sill, Satin Window Trim, Unique Gloss Black Grille Design with Satin Trim and Chrome Gray Wheels [Requires Black Cherry Paint (BK), Snow White Pearl Paint (SWP) or Pacific Blue (PB) Paint] [N/A with Premium Package (PR4) or Technology Package (TG4/TY4)] (N/A on LX or SX); on EX	990	915
TG4/TY4	Technology Package Includes 8" Touchscreen Navigation, Smart Power Tailgate, Harman Kardon 320-Watt Sound System with 8-Speakers, Ventilated Front Seats, 8-Way Power Passenger Seat, Lane Departure Warning System, High Beam Assist, Front and Rear Parking Assist Sensors, Compact Spare Tire and Autonomous Emergency Braking with Pedestrian Detection [Requires Premium Package (PR4)] (N/A on LX or SX); on EX FWD On EX AWD also Includes Heated Rear Seats	2,900 3,000	2,668 2,761
TE4	Technology Package Includes Blind-Spot Detection System, Rear Cross Traffic Alert, Power Folding Outside Mirrors with Turn Signals, Lane Departure Warning System, High Beam Assist and Autonomous Emergency Braking with Pedestrian Detection [Requires Popular Package (PA4)] (N/A on EX or SX); on LX	1,300	1,205
TH	Tow Hitch (Port Installed)	425	353
WL	Wheel Locks (Port Installed)	55	42
WH	Windshield Washers, Heated (Port Installed)	250	208

Understanding the difference

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What to do

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United Buying Service

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2018 Kia Stinger

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)
STINGER RWD			
----	Stinger Base RWD 4-Door Sedan Automatic	\$ 32,800	\$ 32,137
----	Stinger Premium RWD 4-Door Sedan Automatic	38,000	37,063
----	Stinger GT RWD 4-Door Sedan Automatic	39,250	38,248
----	Stinger GT1 RWD 4-Door Sedan Automatic	44,150	42,891
----	Stinger GT2 RWD 4-Door Sedan Automatic	50,100	48,527

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STINGER AWD			
----	Stinger Base AWD 4-Door Sedan Automatic	35,000	34,221
----	Stinger Premium AWD 4-Door Sedan Automatic	40,200	39,148
----	Stinger GT AWD 4-Door Sedan Automatic	41,450	40,332
----	Stinger GT1 AWD 4-Door Sedan Automatic	46,350	44,974
----	Stinger GT2 AWD 4-Door Sedan Automatic	52,300	50,610

FACTORY AND PORT INSTALLED OPTIONAL EQUIPMENT

MFG CODE		MFG RETAIL	UBS W'SALE
Z2H/ZDH	Advance Driver Assistance System Package Includes Forward Collision Avoidance with Pedestrian Warning, Forward Collision Warning System, Smart Cruise Control with Stop and Go, Lane Keep Assist System, Lane Departure Warning System, Driver Attention Warning, High Beam Assist, Electronic Parking Brake, Rain Sensing Windshield Wipers, Blind Spot Collision Warning System and Rear Cross Traffic Collision Warning System (N/A on GT2)	\$ 2,000	\$ 1,826
ALP	Door Sill Plate, Alloy (Port Installed)	130	104
BA	Bumper Applique, Rear (Port Installed)	75	62
CA	Cargo Mat (Port Installed)	129	99
CN	Cargo Net (Port Installed)	50	42
CT	Cargo Tray (Port Installed)	95	78
CTS	Cargo Tray and Seatback Cover (Port Installed)	125	1043

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2018 Kia Stinger (Continued)

FACTORY AND PORT INSTALLED OPTIONAL EQUIPMENT

MFG CODE		MFG RETAIL	UBS W'SALE
DSA	Door Sill Applique (Port Installed)	\$ 110	\$ 93
EH	Mirror, Automatic Day/Night Inside Rearview with Compass and Garage Door Opener (Port Installed) (N/A on Premium, GT1 or GT2); on Base and GT	350	291
MUG	Mud Guards (Port Installed)	95	78
PL	Puddle Lights (Port Installed)	240	202
PPP	Paint Protection Package (Port Installed)	200	171
RSP	Remote Start Kit, Push Button (Port Installed)	495	410
WL	Wheel Locks (Port Installed)	55	42

Understanding the difference

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

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What to do

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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.



United Buying Service

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 ■ **410.792.9070** ■ **ubs4cars.com**

Washington Area

Baltimore Area

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2018 LINCOLN

How to use the United Buying Service Price Book:

1. Offer the member or employee access to the **2017 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 2017 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

2018 Lincoln Continental

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 \$400. (Taxes and tags will be charged for the jurisdiction where you register your vehicle.

MFG CODE	MODELS	MFG RETAIL	UBS W'SALE (Includes Freight)
CONTINENTAL FWD			
L9P/100A	Continental Premiere FWD 4-Door Sedan with Option Package (100A)	\$ 46,085	\$ 43,890
L9S/200A	Continental Select FWD 4-Door Sedan with Option Package (200A)	49,040	46,697
L9R/300A	Continental Reserve FWD 4-Door Sedan with Option Package (300A)	55,710	52,760

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CONTINENTAL AWD			
L9V/100A	Continental Premiere AWD 4-Door Sedan with Option Package (100A)	48,085	45,790
L9T/200A	Continental Select AWD 4-Door Sedan with Option Package (200A)	51,040	48,597
L9N/300A	Continental Reserve AWD 4-Door Sedan with Option Package (300A)	57,710	54,650

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

MFG CODE		MFG RETAIL	UBS W'SALE
97C	Cargo Area Protector	\$ 160	\$ 146
66D	Climate Package Includes Automatic High Beam Headlamps, Automatic Day/Night Inside Rearview Mirror, Heated Rear Seats, Windshield Wiper De-Icer, Rain-Sensing Windshield Wipers and Heated Steering Wheel (N/A on Premiere); on Select and Reserve	850	774

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99P	Engine, 2.7 Liter V6 (N/A on Premiere) (Standard on Reserve); on Select	2,250	2,048
99C	Engine, 3.0 Liter V6 (N/A on Premiere, Select or Reserve FWD); on Reserve AWD	3,265	2,972
90B	Floor Mats, All-Weather	120	109
17L	Luxury Package Includes Premium LED Headlamps, 19-Speakers, Single CD Player Radio Equipment (59C) and Revel Ultima Radio System (N/A on Premiere or Select); on Reserve	5,000	4,550
43W	Moonroof, Twin Panel with Power Shade [Included with Rear Seat Package (61R)] (N/A on Premiere); on Select and Reserve	1,750	1,593
---	Paint, Blue Diamond (FT), Black Velvet (G1), Magnetic (J7) or Ingot Silver (UX)	N/C	N/C
---	Paint, Burgundy Velvet Metallic Tinted Clearcoat (PR3), Iced Mocha Metallic (PAR), Ivory Pearl Metallic (PHA), Ruby Red Tinted Clearcoat (PRR) or White Platinum Tri-Coat (PUG)	695	633
PN5	Paint, Rhapsody Blue (N/A on Premier or Select); on Reserve	695	633

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2018 Lincoln Continental (Continued)

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

MFG CODE		MFG RETAIL	UBS W'SALE
59C	Radio Equipment, Single CD Player [Included with Luxury Package (17L)]	\$ 335	\$ 305
68V	Radio System, Revel (N/A on Premiere) (Standard on Reserve); on Select	1,130	1,028
61R	Rear Seat Package Includes 40/20/40 Rear Seat, 4-Way Rear Seat Power Lumbar Adjuster, Dual Seat Ashtray, Heated and Cooled Rear Seats, Inflatable Rear Seat Belts (55R), Interior Rear-Door Puddle Lamps, Manual Rear Headrests, Passenger Seatback Control Switch, Power Recline Rear Seat, Twin Panel Moonroof with Power Shade (43W), Rear Center Armrest with Cupholder, Rear Duict B-Pillar Registers and Sunblinds [Requires Luxury Package (17L) or Perfect Position Seating (60M)] (N/A on Premiere or Select); on Reserve	4,300	3,913
REMEMBER TO ASK ABOUT INCENTIVES.			
55R	Seat Belts, Inflatable Rear [Included with Rear Seat Package (61R)] (N/A on Premiere); on Select and Reserve	225	205
60M	Seating, Perfect Position with Power Thigh Extender and Head Restraint (N/A on Premiere); on Select and Reserve	1,500	1,365
20N	Select Plus Package Includes Blind Spot Information System with Cross Traffic Alert, Navigation System with Voice Recognition and SiriusXM Traffic & Travel Link with 6-Years of Service (N/A on Premiere or Reserve); on Select	1,255	1,143
63A	Technology Package Includes 360-Degree Camera, Active Park Assist, Lane Keeping System, Adaptive Cruise Control, Head-Up Display, Pre-Collision Assist with Pedestrian Detection, Automatic Day/Night Inside Rearview Mirror, Rain-Sensing Windshield Wipers, Windshield Wiper De-Icer, [Requires 2.7 Liter V6 Engine (99P) on Select] (N/A on Premiere); on Select and Reserve	4,215	3,836
TEL	Tires, P245/40R-20 Summer [Requires 3.0 Liter V6 Engine (99C), Technology Package (63A) and Polished Aluminum Wheels (642)] (N/A on Premiere or Select); on Reserve	195	178
642	Wheels, Polished Aluminum with Dark Tarnish Painted Pockets Includes P245/40R-20 Tires (N/A on Premiere); on Select and Reserve	750	683

Understanding the difference

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2018 Lincoln MKC

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 \$400. (Taxes and tags will be charged for the jurisdiction where you register your vehicle.)

MFG CODE	MODELS	MFG RETAIL	UBS W'SALE (Includes Freight)
MKC FWD			
J1C/100A	MKC Premiere FWD 4-Door Sport Utility with Option Package (100A)	\$ 34,280	\$ 32,676
J2C/200A	MKC Select FWD 4-Door Sport Utility with Option Package (200A)	37,035	35,112
J3C/300A	MKC Reserve FWD 4-Door Sport Utility with Option Package (300A)	40,910	38,574

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MKC AWD			
J1D/100A	MKC Premiere AWD 4-Door Sport Utility with Option Package (100A)	36,690	34,965
J2D/200A	MKC Select AWD 4-Door Sport Utility with Option Package (200A)	39,445	37,389
J3D/300A	MKC Reserve AWD 4-Door Sport Utility with Option Package (300A)	43,320	40,839

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

MFG CODE		MFG RETAIL	UBS W'SALE
50A	Aluminum Trim/Sonata Spin Package (N/A on Premiere); on Select and Reserve	N/C	N/C
65M	Cargo Mat, Premium Reversible	\$ 50	\$ 45
65P	Cargo Protector	90	80
671	Climate Package Includes Heated Rear Seats, Heated Steering Wheel, Automatic High Beam Headlamp Control, Rain-Sensing Windshield Wipers and Windshield Wiper De-Icer (N/A on Premiere); on Select and Reserve	605	538
99H	Engine, 2.3 Liter 4-Cylinder Turbo EcoBoost (N/A on Premiere, Select FWD or Reserve FWD); on Select AWD and Reserve AWD	1,140	1,014
16A	Floor Mats, All-Weather	120	107
943	Lights, Configurable Daytime Running (Standard on Select and Reserve); on Premiere	45	40

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---	Paint, Blue Diamond (FT), Black Velvet (G1) or Magnetic Gray (J7)	N/C	N/C
PN5	Paint, Rhapsody Blue (N/A on Premier or Select); on Reserve	695	619
---	Paint, Ruby Red Metallic Tinted Clearcoat (PRR), White Platinum Metallic Tri-Coat (PUG), Burgandy Velvet Tinted Clearcoat (PR3), Ivory Pearl Metallic Tri-Coat or Iced Mocha Metallic (PAR)	695	619
47E	Radio System, Enhanced THX II (N/A on Premiere); on Select and Reserve	995	886

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2018 Lincoln MKC (Continued)

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

MFG CODE		MFG RETAIL	UBS W'SALE
43M	Roof, Panoramic Vista with Power Sunshade (N/A on Premiere) (Standard on Reserve); on Select	\$ 1,700	\$ 1,513
661	Select Plus Package Includes Voice Activated Touchscreen Navigaion System and Blind Spot Information System with Cross Traffic Alert (N/A on Premiere or Reserve); on Select	1,100	979
179	Suspension, Adaptive (N/A on Premiere) (Standard on Select AWD and Reserve AWD); on Select FWD and Reserve FWD	650	579
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663	Technology Package Includes Adaptive Cruise Control & Forward Collision Warning with Brake Support, Active Park Assist with Park Out Assist, Forward Sensing System and Lane-Keeping System with Driver Alert System (N/A on Premiere or Select); on Reserve	2,295	2,043
536	Trailer Tow Package, Class II Includes 3,000 Lb Maximum Towing Cap and Trailer Sway Control (N/A on Premiere); on Select also Includes 110 Volt Inverter	645	574
	On Reserve	555	494
86D	Wheel Lug Nuts, Locking (Dealer Installed)	75	67
647	Wheels, 5-Spoke Premium Painted Aluminum Includes P245/45R-19 Tires (N/A on Premiere, Select or Reserve FWD); on Reserve AWD	545	485
649	Wheels, Polished Aluminum with Ebony Painted Pocket Includes P255/40R-20 Tires [Requires 2.3L 4-Cylinder Turbo Ecoboost Engine (99H)] (N/A on Premiere, Select or Reserve FWD); on Reserve AWD	1,145	1,019
646	Wheels, Premium Painted Aluminum Includes P235/45R-19 Tires (N/A on Premiere, Reserve AWD or Select); on Reserve FWD	545	485

Understanding the difference

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2018 Lincoln MKT

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 \$400. (Taxes and tags will be charged for the jurisdiction where you register your vehicle.)

MFG CODE	MODELS	MFG RETAIL	UBS W'SALE (Includes Freight)
MKT FWD			
J5F/100A	MKT Premiere FWD 4-Door Sport Utility with Option Package (100A)	\$ 44,455	\$ 42,341
<div style="border: 1px solid black; padding: 5px;"> <p>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 <u>rebates</u> from the manufacturer to the customer. Also, <u>incentives</u> from the manufacturer to the dealer will be offered when available by the UBS dealer representative to the UBS customer to further <u>lower your cost</u> at the time of delivery.</p> </div>			
MKT AWD			
AUN/201A	MKT Reserve AWD 4-Door Sport Utility with Option Package (201A)	49,950	47,562

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

MFG CODE		MFG RETAIL	UBS W'SALE
55M	Appearance Package, Woven Metal Includes Leather-Wrapped Steering Wheel (N/A on Premiere); on Reserve	\$ 195	\$ 174
51R	Console, Second Row Refrigerated [Requires Heated & Cooled Folding Second Row Bucket Seats (21D) (N/A on Premiere); on Reserve	895	797
67P	Entertainment System, DVD Headrest (Dealer Installed) (N/A on Premiere); on Reserve	1,995	1,776
16W	Floor Mats, All-Weather Front and Rear (N/A on Premiere); on Reserve	75	64
---	Paint, Black Velvet (G1), Blue Diamond (FT) or Ingot Silver Metallic (UX)	N/C	N/C
	Paint, Burgandy Velvet Metallic Tinted (R3), Iced Mocha Metallic (AR), Ivory Pearl Tricoat Metallic (HA), Ruby Red Metallic Tinted or White Platinum Metallic Tricoat (UG)	695	619
43Q	Roof, Power Panoramic Vista (N/A on Premiere); on Reserve	1,595	1,420
52R	Seat Belts, Inflatable Second Row	250	223
<div style="border: 1px solid black; padding: 5px; text-align: center;"> HAVE YOU CALLED UBS? </div>			
21D	Seats, Heated & Ventilated Center Row Captain's Chairs (N/A on Premiere); on Reserve	995	886
86B	Technology Package Includes Collision Warning with Brake Support, Adaptive Cruise Control, Lane Keeping System and Active Park Assist (N/A on Premiere); on Reserve	2,000	1,780
53G	Trailer Tow Package, Class II Includes 4,500 Lb Maximum Towing Cap, Trailer Hitch Receiver, Trailer Sway Control and 4-Pin to 7-Pin Trailer Wire Connector (N/A on Premiere); on Reserve	595	530
64U	Wheels, Polished Aluminum Includes P255/45R-20 Tires (N/A on Premiere); on Reserve	1,350	1,202

Understanding the difference

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2018 Lincoln MKX

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Take the complete UBS W'Sale Price, add the W'Sale Price for the desired options and add \$400. (Taxes and tags will be charged for the jurisdiction where you register your vehicle.

MFG CODE	MODELS	MFG RETAIL	UBS W'SALE (Includes Freight)
MKX FWD			
J6J/100A	MKX Premiere FWD 4-Door Sport Utility with Option Package (100A)	\$ 39,960	\$ 38,791
J6K/200A	MKX Select FWD 4-Door Sport Utility with Option Package (200A)	43,475	41,198
J6L/300A	MKX Reserve FWD 4-Door Sport Utility with Option Package (300A)	47,485	44,755

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MKX AWD			
J8J/100A	MKX Premiere AWD 4-Door Sport Utility with Option Package (100A)	44,455	40,441
J8K/200A	MKX Select AWD 4-Door Sport Utility with Option Package (200A)	45,970	43,555
J8L/300A	MKX Reserve AWD 4-Door Sport Utility with Option Package (300A)	49,980	47,100

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

MFG CODE		MFG RETAIL	UBS W'SALE
60C	Cargo Accesory Package Includes Rear Bumper Protector and Rubber Cargo Mat	\$ 175	\$ 156
51U	Cargo Utility Package Includes Rear Cargo Management System with Liftgate Scuff Plate, Cargo Net, 2 Chrome Tie Down Hooks, Reversible Cargo Mat, 110V Power Outlet, Molded Plastic Under Cargo Floor Storage Bin and Tonneau Cover (N/A on Premiere); on Select and Reserve	365	325
51C	Climate Package Includes Automatic High-Beam Headlamps, Heated Rear Seats, Heated Steering Wheel, Rain-Sensing Windshield Wipers and Windshield Wipers De-Icer (N/A on Premiere); on Select and Reserve	790	703
87D	Drivers Assistance Package Includes Lane Keeping System, Lane Keeping Alert, Adaptive Cruise Control, Pre-Collision Assist with Pedestrian Detection System with Active Braking, Collision Warning with Brake Support and Adaptive Steering [Requires Climate Package (51C)] (N/A on Premiere or Select); on Reserve	2,250	2,003
99P	Engine, 2.7 Liter V6 Twin Turbo	2,000	1,780
67P	Entertainment System, Dual Headrest DVD [N/A with Dual 22-Way Power Seat Adjusters (91Q)]	1,995	1,776
16W	Floor Mats, All-Weather Front and Rear	120	107
55A	Interior Trim, Sonata Spin Aluminum (N/A on Premiere); on Select and Reserve	N/C	N/c
87L	Luxury Package Includes LED Adaptive Headlamps and Revel Ultima Radio System with 19-Speakers (N/A on Premier or Select); on Reserve	3,995	3,556

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2018 Lincoln MKX (Continued)

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

MFG CODE		MFG RETAIL	UBS W'SALE
---	Paint, Blue Diamond (FT), Black Velvet (G1) or Magnetic Gray (J7)	N/C	N/C
---	Paint, Burgandy Velvet Tinted Clearcoat (PR3), Iced Mocha Metallic (PAR), Ivory Pearl Metallic Tri-Coat, Ruby Red Metallic Tinted Clearcoat (PRR) or White Platinum Metallic Tri-Coat (PUG)	\$ 695	\$ 619
PN5	Paint, Rhapsody Blue (N/A on Premier or Select); on Reserve	695	619
913	Radio System, Revel Includes 13-Speakers and HD Radio (N/A on Premier); on Select and Reserve	1,155	1,028
REMEMBER TO ASK ABOUT INCENTIVES.			
68R	Roof Rails, Satin	195	174
13P	Roof, Panoramic Vista with Power Shade (N/A on Premier) (Standard on Reserve); on Select	1,895	1,687
91Q	Seat Adjusters, Dual 22-Way Power Includes Multi-Contour Front Seats with Power Head Restraints and Thigh Extender [N/A with Entertainment System (67P)] (N/A on Premiere or Select); on Reserve	1,500	1,335
52R	Seat Belts, Inflatable Rear (N/A on Premier); on Select and Reserve	250	223
92S	Security Package, Enhanced Includes Vehicle Inclination Alarm System Sensor, Perimeter Alarm, Secondary Horn, Enhanced Valet Locking System and Lockable Interior Storage Bin (N/A on Premiere); on Select and Reserve	60	54
65P	Select Plus Package Includes Blind-Spot Information System with Cross-Traffic Alert, Navigation System with Voice Recognition and SiriusXM Traffic and Travel Link Radio with 6-Years of Service (N/A on Premier or Reserve); on Select	1,200	1,068
65T	Technology Package Includes 360-Degree Camera, Active Park Assist and Front Parking Sensors (N/A on Premier or Select); on Reserve	1,395	1,242
53G	Trailer Tow Package Includes Class II Trailer Hitch and Trailer Sway Control (N/A on Premiere); on Select and Reserve	645	574
641	Wheels, 21" Polished Aluminum Includes 21" Tires (N/A on Premier or Select); on Reserve	1,300	1,157
648	Wheels, 21" Premium Painted and Bright Machined (N/A on Premier or Select); on Reserve	995	886

Understanding the difference

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2018 Lincoln MKZ

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MFG CODE	MODELS	MFG RETAIL	UBS W'SALE (Includes Freight)
MKZ FWD			
L5A/100A	MKZ Premiere Base FWD 4-Door Sedan with Option Package (100A)	\$ 36,530	\$ 34,813
L5C/200A	MKZ Select Base FWD 4-Door Sedan with Option Package (200A)	38,280	36,476
L5E/300A	MKZ Reserve Base FWD 4-Door Sedan with Option Package (300A)	41,095	38,949
L5K/400A	MKZ Premiere Hybrid FWD 4-Door Sedan with Option Package (400A)	36,530	34,813
L5L/500A	MKZ Select Hybrid FWD 4-Door Sedan with Option Package (500A)	38,280	36,476
L5M/600A	MKZ Reserve Hybrid FWD 4-Door Sedan with Option Package (600A)	41,095	38,949

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MKZ AWD			
L5B/100A	MKZ Premiere Base AWD 4-Door Sedan with Option Package (100A)	38,420	36,608
L5D/200A	MKZ Select Base AWD 4-Door Sedan with Option Package (200A)	40,170	38,270
L5F/300A	MKZ Reserve Base AWD 4-Door Sedan with Option Package (300A)	42,985	40,735

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
96B	Cargo Net	\$ 25	\$ 23
50A	Climate Package Includes Automatic High-Beam Headlamps, Heated Rear Seats, Heated Steering Wheel, Rain-Sensing Windshield Wipers and Windshield Wiper De-Icer (N/A on Premier); on Select and Reserve	595	542
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47S	Drivers Package Includes Aluminum Foot Pedal Cover, Painted Upper Grille, Interior Trim Accent Pack, Driver/Passenger Multi-Contour Seats, Dynamic Torque Vectoring, Painted Brake Calipers, Sport Tuned Suspension and 19" Satin Finish 10-Spoke Machined-Aluminum Wheels with Premium Painted Pockets [Requires 3.0 Liter V6 Engine (99C)] (N/A on Premier, Select or Reserve Hybrid); on Reserve Base	2,950	2,685

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2018 Lincoln MKZ (Continued)

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

MFG CODE		MFG RETAIL	UBS W'SALE
99C	Engine, 3.0 Liter V6 Twin Turbo (N/A on Premier, Select or Reserve Hybrid); on Reserve Base FWD	\$ 2,750	\$ 2,503
	On Reserve Base AWD	3,750	3,413
55M	Floor Mats, All-Weather Front and Rear	120	109
REMEMBER TO ASK ABOUT INCENTIVES.			
12D	Floor Mats, Premium Front and Rear (N/A on Premier); on Select and Reserve	175	160
21L	Luxury Package Includes Premium LED Headlamps and Revel Ultima Radio System with 20-Speakers (N/A on Premier or Select); on Reserve	2,995	2,726
53D	Magnetic Appearance Package Includes Aluminum Foot Pedal Cover, Painted Upper Grille and 19" Satin Finish 10-Spoke Machined-Aluminum Wheels with Premium Painted Pockets	1,195	1,088
13B	Moonroof, Power Glass (N/A on Premier); on Select and Reserve	1,200	1,092
917	Radio System, Revel Includes HD Radio (N/A on Premier) (Standard on Reserve); on Select	1,180	1,074
13P	Roof, Panoramic Vista (N/A on Premier); on Select and Reserve	2,995	2,726
67B	Seat Belts, Inflatable Rear (N/A on Premier); on Select and Reserve	250	228
66C	Seats, Multi-Contour Front with Active Motion (N/A on Premier or Select); on Reserve	595	542
43A	Select Plus Package Includes Blind-Spot Information System with Cross-Traffic Alert, Navigation System with Voice Recognition and SiriusXM Traffic and Travel Link Radio with 6-Years of Service (N/A on Premier or Reserve); on Select	1,145	1,042
68A	Sunshade, Power Rear [N/A with Panoramic Vista Roof (13P)] (N/A on Premier); on Select and Reserve	305	278
14M	Technology Package Includes Adaptive Cruise Control with Stop & Go, Pre-Collision Assist, Pedestrian Detection, Enhanced Active Park Assist, Lane Keeping System, Forward Sensing System, Rain-Sensing Windshield Wipers, and Windshield Wiper De-Icer (N/A on Premier); on Select and Reserve	2,495	2,271
85E	Trim Package, Sonata Spin Aluminum (N/A on Premier); on Select and Reserve	N/C	N/C
64V	Wheels, 19" Satin Finish 7-Spoke Machined Aluminum with Painted Pockets (N/A on Premier); on Select and Reserve	850	774

Understanding the difference

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

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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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2018 MAZDA

How to use the United Buying Service Price Book:

1. Offer the member or employee access to the **2017 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 2017 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

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

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2018 Mazda CX-3

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)
CX-3 FWD			
CX3 SP 2A	CX-3 Sport FWD 4-Door Sport Utility Automatic	\$ 21,050	\$ 20,637
CX3 TR 2A	CX-3 Touring FWD 4-Door Sport Utility Automatic	23,135	22,666
CX3 GT 2A	CX-3 Grand Touring FWD 4-Door Sport Utility Automatic	26,105	25,557

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.

CX-3 AWD			
CX3 SP XA	CX-3 Sport AWD 4-Door Sport Utility Automatic	22,300	21,854
CX3 TR XA	CX-3 Touring AWD 4-Door Sport Utility Automatic	24,385	23,882
CX3 GT XA	CX-3 Grand Touring AWD 4-Door Sport Utility Automatic	27,355	26,772

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)	\$ 100	\$ 80
1BT	Bumper Trim Package, Front and Rear (Port Installed)	495	396
CGN	Cargo Net (Port Installed)	50	40
SCP	Door Sill Trim Plates (Port Installed)	100	80
MMS	Engine Start, Mobile Start Remote Control (Port Installed)	550	440
FLA	Floor Mats, All Weather Front and Rear (Port Installed)	100	80

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ILK	Interior Lighting Kit (Port Installed)	295	236
MRF	Mirror, Automatic Day/Night Inside Rearview with HomeLink Garage Door Opener (Port Installed)	325	260
---	Paint, Ceramic Metallic (47A), Deep Crystal Blue Mica (42M), Eternal Blue Mica (45B), Jet Black Mica (41W) or Titanium Flash Mica (42S)	N/C	N/C
---	Paint, Machine Gray Metallic (46G) or Soul Red Metallic (41V)	300	266
25D	Paint, Snowflake White Pearl Mica	200	177
PSR	Parking Sensors, Rear (Port Installed)	495	396

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2018 Mazda CX-3 (Continued)

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

MFG CODE		MFG RETAIL	UBS W'SALE
1TE	Preferred Equipment Package Includes Power Glass Moonroof, 7-Bose Speakers Radio Equipment, Sirius Feature Radio Equipment with 4-Months of Service, Bose Premium Radio System, HD Radio and Tonneau Cover (N/A on Sport or Grand Touring); on Touring	\$ 1,410	\$ 1,248
1GT	Premium Package Includes Smart Brake Support with Collision Warning, Radar Cruise Control with Proximity Warning, Distance Recognition Support System, High Beam Headlamp Control, Lane Departure Warning System, Driver's Seat Memory, 6-Way Power Driver's Seat Adjuster, Power Driver's Lumbar Seat Adjuster, Heated Steering Wheel and Traffic Sign Recognition (N/A on Sport or Touring); on Grand Touring	1,435	1,270
REMEMBER TO ASK ABOUT INCENTIVES.			
RCK	Roof Rails, Low Profile with Silver Finish (Port Installed)	300	240
WLK	Wheel Locks (Port Installed)	55	44

Understanding the difference

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What to do

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Baltimore 410.792.9070

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2018 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	UBS W'SALE (Includes Freight)
CX-5 FWD			
CX5 SP 2A	CX-5 Sport FWD 4-Door Sport Utility Automatic	\$ 25,125	\$ 24,845
CX5 TR 2A	CX-5 Touring FWD 4-Door Sport Utility Automatic	27,190	26,613
CX5 GT 2A	CX-5 Grand Touring FWD 4-Door Sport Utility Automatic	30,620	29,652
<div style="border: 1px solid black; padding: 5px;"> <p>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 <u>rebates</u> from the manufacturer to the customer. Also, <u>incentives</u> from the manufacturer to the dealer will be offered when available by the UBS dealer representative to the UBS customer to further <u>lower your cost</u> at the time of delivery.</p> </div>			
CX-5 AWD			
CX5 SSPXA	CX-5 Sport AWD 4-Door Sport Utility Automatic	26,425	26,124
CX5 TR XA	CX-5 Touring AWD 4-Door Sport Utility Automatic	28,490	27,878
CX5 GT XA	CX-5 Grand Touring AWD 4-Door Sport Utility Automatic	31,920	30,904

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)	70	56
CGN	Cargo Net (Port Installed)	60	48
ISP	Doorsill Trim Plates, Illuminated (Port Installed)	400	320
MMS	Engine Start, Mobile Start Remote Control (Port Installed)	550	440
FLA	Floor Mats, All Weather Front and Rear (Port Installed)	125	100
FOG	Fog Lights, LED (Port Installed) (Standard on Grand Touring); on Sport and Touring	400	320

DO YOU HAVE A UBS PURCHASE CERTIFICATE?

1AC	i-ACTIVSENSE Package Includes High Beam Control, Lane Keep Assist, Mazda Radar Cruise Control, Smart Brake Support, Automatic On-Off Headlamps and Rain Sensing Windshield Wipers (N/A on Touring or Grand Touring); on Sport	625	556
ILK	Interior Lighting (Port Installed)	300	240
MRH	Mirror, Auto Dimming Inside Rearview with Homelink (Port Installed) [Included with i-ACTIVSENSE Package (1AC) and Preferred Package (1TE)] (Standard on Grand Touring); on Sport and Touring	325	260
42M	Paint, Deep Crystal Blue Mica (N/A on Sport); on Touring and Grand Touring	N/C	N/C

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2018 Mazda CX-5 (Continued)

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

MFG CODE		MFG RETAIL	UBS W'SALE
---	Paint, Eternal Blue Mica (45B), Jet Black Mica (41W) or Sonic Silver Metallic (45P)	N/C	N/C
46G	Paint, Machine Gray Metallic (N/A on Sport); on Touring and Grand Touring	\$ 300	\$ 267
25D	Paint, Snowflake White Pearl Mica	200	178
41V	Paint, Soul Red Crystal Metallic	595	530
PSR	Parking Sensors, Rear (Port Installed)	475	380

BALTIMORE: 410-792-9070

WASHINGTON: 301-657-1920

1TE	Preferred Package Includes Power Moonroof, Power Rear Liftgate, Bose Audio Featuring 10-Speakers, Navigation System and Auto Dimming Inside Rearview Mirror with Homelink (MRH) (N/A on Sport or Grand Touring); on Touring	1,200	1,068
1GT	Premium Package Includes Active Driving Display with Traffic Sign Recognition, Heated Rear Seats, Heated Steering Wheel and Windshield Wiper De-Icer (N/A on Sport or Touring); on Grand Touring	1,395	1,242
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)	55	44

Understanding the difference

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What to do

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2018 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	\$ 33,070	\$ 31,893
CX9 TR 2A	CX-9 Touring FWD 4-Door Sport Utility Automatic	35,900	34,604
CX9 GT 2A	CX-9 Grand Touring FWD 4-Door Sport Utility Automatic	41,410	39,878

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CX-9 AWD			
CX9 SP XA	CX-9 Sport AWD 4-Door Sport Utility Automatic	34,870	33,617
CX9 TR XA	CX-9 Touring AWD 4-Door Sport Utility Automatic	37,700	36,328
CX9 GT XA	CX-9 Grand Touring AWD 4-Door Sport Utility Automatic	43,210	41,602
CX9 SG XA	CX-9 Signature AWD 4-Door Sport Utility Automatic	45,255	43,560

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

MFG CODE		MFG RETAIL	UBS W'SALE
BTA	Bumper Trim, Front and Rear (Port Installed) (Late Availability)	\$ 550	\$ 440
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
MMS	Engine Start, Mobile (Port Installed)	550	440
FLA	Floor Mats, All Weather (Port Installed)	200	160
FOG	Fog Lights, LED (Port Installed) (Standard on Grand Touring and Signature); on Sport and Touring	450	360
ILK	Light Kit, Interior (Port Installed)	350	280
MRH	Mirror, Automatic Day/Night Inside Rearview with Homelink Garage Door Opener (Port Installed) (Standard on Touring, Grand Touring and Signature); on Sport	325	260
---	Paint, Deep Crystal Blue Mica (42M) or Titanium Flash Mica (42S) (N/A on Signature); on Sport, Touring and Grand Touring	N/C	N/C
---	Paint, Jet Black Mica (41W) or Sonic Silver Metallic (45P)	N/C	N/C
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 or Signature); on Touring and Grand Touring	595	512

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2018 Mazda CX-9 (Continued)

FACTORY INSTALLED OPTIONAL EQUIPMENT (Continued)

MFG CODE		MFG RETAIL	UBS W'SALE
PSR	Parking Sensors, Rear (Port Installed) [Included with Premium Package (1TR)] (Standard on Grand Touring and Signature); on Sport and Touring	\$ 500	\$ 400
1SP	Power Driver's Seat Package Includes Smart Brake System with Distance Recognition Support, Radar Cruise Control with Stop & Go, Automatic High Beam Headlamp Control, Automatic On-Off Headlamp Control, Lane Departure Warning System, Lane Keep Assist, Dual Heated Power Outside Mirrors, 8-Way Power Driver's Seat Adjuster, Heated Front Seats and Rain Sensing Windshield Wipers (N/A on Touring, Grand Touring or Signature); on Sport	1,290	1,109
1TR	Premium Package Includes LED Fog Lights, Power Glass Moonroof, SD Card Based Navigation System, Rear Parking Sensors (PSR), 12-Speakers, Bose Centerpoint 2.0 Surround Sound, SiriusXM Satellite Radio with 4-Months of Service and Retractable Second Row Sun Shades (N/A on Sport, Grand Touring or Signature); on Touring	1,890	1,625
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)	450	360
WLK	Wheel Locks (Port Installed)	55	44

Understanding the difference

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What to do

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2018 Mazda MX-5 Miata

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)
MX-5 MIATA			
MX5 SP 6P	MX-5 Miata Sport RWD 2-Door Convertible Manual	\$ 26,170	\$ 25,258
MX5 SP A	MX-5 Miata Sport RWD 2-Door Convertible Automatic	27,520	26,549
MX5 CL 6P	MX-5 Miata Club RWD 2-Door Convertible Manual	30,030	28,952
MX5 CL A	MX-5 Miata Club RWD 2-Door Convertible Automatic	30,630	29,525
MX5 GT 6P	MX-5 Miata Grand Touring RWD 2-Door Convertible Manual	31,070	29,944
MX5 GT A	MX-5 Miata Grand Touring RWD 2-Door Convertible Automatic	32,145	30,973

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

MFG CODE		MFG RETAIL	UBS W'SALE
3AP/4AP	Appearance Package Includes Rear Bumper Skirt and Side Sill Extensions (Port Installed) [N/A with Bodycolor Rear Lip Spoiler (RSL) on Sport or Grand Touring]; on Sport and Grand Touring also Includes Front Air Dam and Brilliant Black Rear Lip Spoiler (RSB) . . . On Club	\$ 1,550 800	\$ 1,240 640
1BB	Brembo/BBS Package Includes Aero Kit, Rear Front and Rear Brake Calipers, Brembo Front Brakes, Rear Bumper Skirt, Leather Surfaced Bucket Seats, Side Sill Extensions and 17" BBS Gunmetal Forged Alloy Wheels (N/A on Sport, Club Automatic or Grand Touring); on Club Manual	3,770	3,238
2BB	Brembo/BBS/Recaro Package (N/A on Sport, Club Automatic or Grand Touring); on Club Manual	4,470	3,840
CGN	Cargo Net (Port Installed)	50	40
SCP	Door Sill Trim Plates [N/A with Interior Package (21P)]	150	120
FLA	Floor Mats, All-Weather (Port Installed) [N/A with Weather Package (1WP)]	90	72
ILK	Interior Lighting Kit (Port Installed)	350	280
21P	Interior Package Includes Stainless Steel Door Sill Trim Plates, Red Anodized Aluminum Engine Oil Filler Cap, Alloy Foot Rest and Alloy Pedals (Port Installed)	425	340

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A4D	Paint, Arctic White (N/A on Grand Touring); on Sport and Club	N/C	N/C
---	Paint, Ceramic Metallic (47A) or Jet Black Mica (41W)	N/C	N/C
45B	Paint, Eternal Blue (N/A on Sport or Club); on Grand Touring	N/C	N/c
46G/JGA	Paint, Machine Gray with Auburn Interior (N/A on Sport or Club); on Grand Touring	600	515
46G/JCG	Paint, Machine Gray with Black Interior (N/A on Sport); on Club and Grand Touring	300	258
25D/JPA	Paint, Snowflake White Pearl with Auburn Interior Color (N/A on Sport or Club); on Grand Touring	500	430
25D/JCP	Paint, Snowflake White Pearl with Black Interior Color (N/A on Sport or Club); on Grand Touring	200	172

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2018 Mazda MX-5 Miata (Continued)

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

MFG CODE		MFG RETAIL	UBS W'SALE
46V/JCR	Paint, Soul Red	\$ 595	\$ 511
<div style="border: 2px solid black; padding: 5px; text-align: center;"> BALTIMORE: 410-792-9070 WASHINGTON: 301-657-1920 </div>			
RSL	Spoiler, Bodycolor Rear Lip (Port Installed) (N/A on Club); on Sport and Grand Touring	350	280
RSB	Spoiler, Brilliant Black Rear Lip (Port Installed) [Included with Appearance Package (3AP/4AP)] (N/A on Club); on Sport and Grand Touring	350	280
1WP	Weather Package Includes Cargo Tray with Logo and All Weather Floor Mats with Logo (Port Installed)	150	120
WLK	Wheel Locks (Port Installed)	55	44

Understanding the difference

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What to do

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Baltimore 410.792.9070

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2018 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 (Includes Freight)	UBS W'SALE
MAZDA3 HATCHBACK			
M3H SP P	Mazda3 Sport FWD 4-Door Hatchback Manual	\$ 20,220	\$ 19,783
M3H SP A	Mazda3 Sport FWD 4-Door Hatchback Automatic	21,270	20,799
M3H TR P	Mazda3 Touring FWD 4-Door Hatchback Manual (Requires Bose/Moonroof/Satellite Package (1MC) Priced Separately)	21,715	21,228
M3H TR A	Mazda3 Touring FWD 4-Door Hatchback Automatic	22,765	22,244
M3H GT P	Mazda3 Grand Touring FWD 4-Door Hatchback Manual (Requires Premium Equipment Package (1PM) Priced Separately)	24,770	24,185
M3H GT A	Mazda3 Grand Touring FWD 4-Door Hatchback Automatic	25,820	25,200
MAZDA3 SEDAN			
M3S SP P	Mazda3 Sport FWD 4-Door Sedan Manual	18,970	18,572
M3S SP A	Mazda3 Sport FWD 4-Door Sedan Automatic	20,020	19,587
M3S TR P	Mazda3 Touring FWD 4-Door Sedan Manual (Requires Bose/Moonroof/Satellite Package (1MC) Priced Separately)	20,965	20,503
M3S TR A	Mazda3 Touring FWD 4-Door Sedan Automatic	22,015	21,520
M3S GT P	Mazda3 Grand Touring FWD 4-Door Sedan Manual (Requires Premium Equipment Package (1PM) Priced Separately)	24,020	23,458
M3S GT A	Mazda3 Grand Touring FWD 4-Door Sedan Automatic	25,070	24,476

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.

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

MFG CODE		MFG RETAIL	UBS W'SALE
1AP/2AP	Appearance Package Includes Front Air Dam, Rear Skirt, Door Mirror Caps and Jet Black Side Sill Extensions [Requires Preferred Equipment Package (1PE) on Sport Sedan]; on Sedans	\$ 1,300	\$ 1,040
	On Hatchbacks also Includes Rear Liftgate Spoiler	1,750	1,400

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2018 Mazda3 Hatchback & Sedan (Continued)

FACTORY INSTALLED OPTIONAL EQUIPMENT

MFG CODE		MFG RETAIL	UBS W'SALE
1MC	Bose/Moonroof/Satellite Radio Package Includes Shark Fin Antenna, Power Glass Moonroof, 9-Bose Speakers, SiriusXM Satellite Radio with 4-Months of Service and Bose Premium Surround Sound System with Centerpoint 2 & AudioPilot 2 (N/A on Sport or Grand Touring) (Required on Touring Manual); on Touring	\$ 1,500	\$ 1,290
RBS	Bumper Guard, Rear (Port Installed)	100	80
CGM	Cargo Mat (Port Installed)	75	60
CGN	Cargo Net (Port Installed); on Sedans	50	40
	On Hatchbacks also Includes Cargo Tie Down Hooks	60	48
CGT	Cargo Tray (Port Installed)	75	60

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SCP	Door Sill Trim Plates (Port Installed)	125	100
MMS	Engine Start, Mobile Start Remote Control (Port Installed) (N/A on Manual); on Automatic	550	440
FLA	Floor Mats, All-Weather (Port Installed)	100	80
FOG	Fog Lights (Port Installed) (N/A on Grand Touring); on Sport and Touring	375	300
ILK	Light Kit, Interior Includes LED Front Footwell Lights (Port Installed)	300	240
JCB	Mirror Cap Credit, For Jet Black [Requires Appearance Package (1AP/2AP)]	- 100	- 80
MRF	Mirror, Automatic Day/Night Inside Rearview with Compass & HomeLink Garage Door Opener (Port Installed) [N/A with Premium Equipment Package (1PM)]	325	260
---	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
25D	Paint, Snowflake White Pearl Mica	200	172
---	Paint, Soul Red Metallic (41V) or Machine Gray Metallic (46G)	300	258
PSR	Parking Sensors, Rear (Port Installed)	495	396
1PE	Preferred Equipment Package Includes Blind-Spot Monitor with Cross Traffic Alert, 4-Cupholders, Automatic On-Off Headlamp Control, Dual Heated Power Outside Mirrors with Manual Fold & Turn Signals, Rain Sensing Windshield Wipers and Alloy Wheels (N/A on Sport Hatchback, Touring or Grand Touring); on Sport Sedan	1,000	860
1PM	Premium Equipment Package Includes Radar Cruise Control, Automatic High Beams Headlamp Control, Lane Departure Warning System, Lane Keep Assist, Pivoting Adaptive Front Lighting System, Automatic Day/Night Inside Rearview Mirror with HomeLink Garage Door Opener, Navigation System, Heated Steering Wheel and Traffic Sign Recognition [N/A with Mirror (MRF) or Navigation System (NVF)] (N/A on Sport or Touring) (Required on Grand Touring Manual); on Grand Touring	1,600	1,376

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RSP	Spoiler, Rear Lip (N/A on Sport Hatchback, Touring or Grand Touring); on Sport Sedan	375	300
WLK	Wheel Locks (Port Installed) [Requires Preferred Equipment Package (1PE) on Sport Sedan]	55	44

Understanding the difference

UBS Base Price already includes destination/freight, factory invoiced advertising, processing 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.



United Buying Service

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

301.657.1920 ■ **410.792.9070** ■ **ubs4cars.com**

Washington Area

Baltimore Area

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2018 MITSUBISHI

How to use the United Buying Service Price Book:

1. Offer the member or employee access to the **2017 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 2017 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

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Baltimore 410.792.9070

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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.

2018 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	\$ 14,290	\$ 14,157
MG44-A	Mirage ES FWD 5-Door Hatchback Automatic	15,490	15,331
MG44-E	Mirage SE FWD 5-Door Hatchback Automatic	16,990	16,799
MG44-T	Mirage GT FWD 5-Door Hatchback Automatic	17,490	17,288

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MIRAGE G4 SEDAN			
MG41-A	Mirage G4 ES FWD 4-Door Sedan Manual	\$ 15,290	\$ 15,135
MG41-A	Mirage G4 ES FWD 4-Door Sedan Automatic	16,490	16,309
MG41-E	Mirage G4 SE FWD 4-Door Sedan Automatic	17,990	17,777

FACTORY AND PORT INSTALLED OPTIONAL EQUIPMENT

MFG CODE		MFG RETAIL	UBS W'SALE
H4	All Weather Package Includes Cargo Tray (GR) and All-Weather Front and Rear Floor Mats (GL) (Port Installed)	\$ 165	\$ 145
G7	Cargo Package Includes Cargo Mat and Cargo Net (Port Installed)	105	90
G2	Chrome Package Includes Chrome Headlamp Trim, Chrome Meter Cluster Garnish and Chrome Tail Light Garnish (Port Installed) (N/A on GT); on ES and SE	245	215
HK	Console, Center with Armrest (Port Installed) (Standard on SE and GT); on ES	185	165
F5	Engine Start, Remote (Port Installed) (N/A on ES); on SE and GT	525	465
GC	Exhaust Finisher (Port Installed)	59	51
FB	Exterior Package (Port Installed); on Hatchback Includes Rear Bumper Garnish, LED Daytime Running Lights with Garnish (HD) and Tail Light Garnish.	595	539
	On Sedan Includes Front Air Dam and Rear Air Dam	1,095	975
GL	Floor Mats, All-Weather Front and Rear (Port Installed) [Included with All Weather Package (H4)]	125	110
GM/HM	Floor Mats, Carpeted Front and Rear	135	120
G3	Fog Lights (Port Installed) (Standard on SE and GT); on ES	295	250
G5	Illumination Package, LED Includes Blue LED Floor and Center Console LED Lights (Port Installed)	230	205

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2018 Mitsubishi Mirage (Continued)

FACTORY AND PORT INSTALLED OPTIONAL EQUIPMENT (Continued)

MFG CODE		MFG RETAIL	UBS W'SALE
H2	Interior Package Includes Piano Black Accent Panels and Leather-Wrapped & Aluminum Shift Knob (Port Installed)	\$ 335	\$ 305
HD	Lights, LED Daytime Running with Garnish (Port Installed) [Included with Exterior Package (FB)]	375	335
GU	Moldings, Color-Keyed Bodyside (Port Installed) (N/A on Sedans); on Hatchbacks	145	129
GE	Mud Guards, Front and Rear (Port Installed) [Included with Protection Package (G4) on Quick Value Package (Q1) on Hatchbacks] (N/A on Sedans); on Hatchbacks	150	135
HO	Orange Colorline Includes Bodyside Graphics, Outside Mirror Covers, Door Sill Scuff Plates, Side Sill Extensions, Large Rear Spoiler and Tailgate Protector (Port Installed) (N/A on Sedans); on Hatchbacks	995	900
- - -	Paint, Infrared (P19), Mercury Gray (U17), Mystic Black (X08), Pearl White (W54), Sapphire Blue (T69), Starlight Silver (A66) or Wine Red (P57)	N/C	N/C
M09	Paint, Sunrise Orange (N/A on Sedans); on Hatchbacks	N/C	N/C
HA	Park Assist Sensors, Front and Rear (Port Installed) (N/A on Sedans); on Hatchbacks	450	395
FA	Park Assist Sensors, Rear (Port Installed)	395	347
G4	Protection Package Includes Scuff Plates (Port Installed); on Hatchbacks also Includes Front and Rear Mud Guards (GE)	190	165
	On Sedans	99	89
Q1	Quick Value Package Includes Cargo Mat, Cargo Net, Exhaust Finisher, Scuff Plates and Leather Wrapped & Aluminum Shift Knob (Port Installed); on Hatchbacks also Includes Front and Rear Mud Guards (GE)	354	306
	On Sedans	263	230
GB	Radio System, Rockford Fosgate Premium (Port Installed) (N/A on Sedans); on Hatchbacks	575	499
FC	Side Sill Extensions, Color-Keyed (Port Installed)	325	289
P1	Smartphone Display Package (N/A on ES Hatchback, SE or GT); on ES Sedan	800	728
GD	Wheel Locks (Port Installed) (N/A on ES); on SE and GT	65	55

Understanding the difference

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What to do

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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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2018 Mitsubishi Outlander

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)
OUTLANDER FWD			
OT45-A	Outlander ES FWD 4-Door Sport Utility Automatic	\$ 24,940	\$ 24,303
OT45-E	Outlander SE FWD 4-Door Sport Utility Automatic	25,940	25,269
OT45-G	Outlander SEL FWD 4-Door Sport Utility Automatic	27,140	26,429
OT45-I	Outlander LE FWD 4-Door Sport Utility Automatic	27,140	26,429

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OUTLANDER AWD			
OT45-D	Outlander ES AWC 4-Door Sport Utility Automatic	26,440	25,753
OT45-F	Outlander SE AWC 4-Door Sport Utility Automatic	27,940	27,203
OT45-H	Outlander SEL AWC 4-Door Sport Utility Automatic	29,140	28,363
OT45-J	Outlander LE AWC 4-Door Sport Utility Automatic	29,140	28,363
OT45-Z	Outlander GT AWC 4-Door Sport Utility Automatic	33,240	32,326

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 Includes Cargo Mat, Cargo Net and Third Row Floor Mat (Port Installed)	150	135
G2	Chrome Package Includes Chrome Door Handle Covers and Sideview Mirror Covers (Port Installed) (N/A on ES or LE); on SE, SEL and GT	370	315
F5	Engine Start, Remote (Port Installed)	545	485
F1	Entertainment Package Includes Rear Seat DVD Player, Remote Control and Infrared Wireless Headphones (Port Installed)	1,695	1,449
FB	Exterior Package Includes, Front, Side and Rear Air Dams (Port Installed)	995	905
GM	Floor Mats, Carpeted Portfolio (Port Installed)	135	120
G3	Fog Lights (Port Installed) (Standard on SE, SEL, LE and GT); on ES	295	250
HI	Fog Lights, LED (Port Installed) (N/A on ES or GT); on SE, SEL and LE	350	309
FY	Fuel Filler Door, Aluminum (Port Installed)	160	140
FT	Hood Protector (Port Installed) [Included with Quick Value Package 2 (Q2)]	115	99

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2018 Mitsubishi Outlander (Continued)

FACTORY AND PORT INSTALLED OPTIONAL EQUIPMENT

MFG CODE		MFG RETAIL	UBS W/SALE
G5	Illumination Package, LED Includes Blue LED Interior Floor and Gear Shift Illumination (Port Installed)	360	325
H2	Interior Package Includes Piano Black Door Trim Panels and Leather-Wrapped & Aluminum Shift Knob (Port Installed) (N/A on LE)	215	185
HS	Lug Nut & Wheel Locks, Black (Port Installed) [Included with Value Package (FD)] (N/A on ES, SE, SEL or GT); on LE	225	195
GU	Moldings, Bodyside (Port Installed)	215	185
GE	Mud Guards, Front and Rear (Port Installed) [Included with Value Package (FD), Quick Value Package 1 (Q1) and Quick Value Package 3 (Q3)]	155	135
---	Paint, Alloy Silver (U25), Cosmic Blue (D14), Labrador Black Pearl (X42), Mercury Gray Metallic (U17), Rally Red (P26) or Quartz Brown Metallic (C06)	N/C	N/C
W13	Paint, Diamond White Pearl	200	178
HA	Parking Sensors Front and Rear (Port Installed)	560	499
FA	Parking Sensors, Rear (Port Installed)	465	415
A61	Premium Package Includes Power Glass Sunroof with Sunshade and Tilt Feature (P1), 710-Watt 9-Speaker Rockford Fosgate Premium Sound System, Multi-View Camera System, LED Headlights, LED Fog Lights and Heated Steering Wheel (N/A on ES, SE, LE or GT); on SEL	2,000	1,780
G4	Protection Package Includes Rear Bumper Protector, Scuff Plates and Tailgate Protector (Port Installed)	495	445
Q1	Quick Value Package 1 Includes Tonneau Cover (G8), Wheel Locks (GD), Front and Rear Mudguards (GE), Cargo Mat, Cargo Net, Leather-Wrapped & Aluminum Shift Knob and Third Row Floor Mat (N/A on LE)	520	454
Q2	Quick Value Package 2 Includes Hood Protector (FT), Roof Rack Crossbars (H7), All-Weather Floor Mats and Cargo Tray	510	444
Q3	Quick Value Package 3 Includes Cargo Mat, Cargo Net, Glass Black Door Switch Panels, Third Row Floor Mat, Front and Rear Mudguards (GE), Tonneau Cover (G8) and Wheel Locks (GD)	520	454
H7	Roof Rail Crossbars (Port Installed) [Included with Quick Value Package 2 (Q2)].	315	269
FK	Spoiler, Large Rear	310	270
P1	Sunroof Package Includes Power Glass Sunroof with Sunshade and Tilt Feature (N/A on ES, SEL, LE or GT); on SE	600	534
G8	Tonneau Cover (Port Installed) [Included with Quick Value Package 1 (Q1) and Quick Value Package 3 (Q3)]	150	129
A62	Touring Package Includes , LED Headlights, LED Fog Lights, Power Glass Sunroof with Sunshade and Tilt Feature (P1), 710-Watt 9-Speaker Rockford Fosgate Premium Sound System, Heated Steering Wheel, Multi-View Camera System, Adaptive Cruise Control, Forward Collision Warning System, Lane Departure Warning System and Automatic High Beam Headlights (N/A on ES, SE, LE or GT); on SEL	3,000	2,670
A67	Touring Package Includes Forward Collision Warning System, Lane Departure Warning System, Adaptive Cruise Control and Automatic High Beam (N/A on ES, SE, SEL or LE); On GT	1,000	890
FW	Towing Package Includes Trailer Tow Wire Harness and Tow Hitch (Port Installed)	450	400
FD	Value Package Includes Black Lug Nuts & Wheel Locks (HS), Front and Rear Mud Guards (GE) and Black Rear Spoiler (N/A on ES, SE, SEL or GT); on LE	545	475
GD	Wheel Locks (Port Installed) [Included with Quick Value Package 1 (Q1) and Quick Value Package 3 (Q3)]	65	55
FQ	Wind Deflector, Sunroof (Port Installed) (N/A on ES); on SE, SEL and GT	115	99

Understanding the difference

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2018 Mitsubishi Outlander Sport

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)
OUTLANDER SPORT FWD			
OS45-A	Outlander Sport ES FWD 4-Door Sport Utility Manual	\$ 21,390	\$ 20,871
OS45-A	Outlander Sport ES FWD 4-Door Sport Utility Automatic	22,590	22,033
OS45-C	Outlander Sport LE FWD 4-Door Sport Utility Automatic	23,590	22,999
OS45-E	Outlander Sport SE FWD 4-Door Sport Utility Automatic	23,990	23,383
OS45-G	Outlander Sport SEL FWD 4-Door Sport Utility Automatic	25,490	24,833

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OUTLANDER SPORT AWD			
OS45-B	Outlander Sport ES AWD 4-Door Sport Utility Automatic	24,090	23,481
Os45-D	Outlander Sport LE AWD 4-Door Sport Utility Automatic	25,090	24,449
OS45-F	Outlander Sport SE AWD 4-Door Sport Utility Automatic	25,490	24,833
OS45-H	Outlander Sport SEL AWD 4-Door Sport Utility Automatic	26,990	26,283

FACTORY AND PORT INSTALLED OPTIONAL EQUIPMENT

MFG CODE		MFG RETAIL	UBS W'SALE
H4	All-Weather Package 1 Includes All-Weather Floor Mats and Cargo Tray (Port Installed) . . .	\$ 195	\$ 175
G7	Cargo Package Includes Reversible Cargo Mat and Cargo Net (Port Installed)	135	120
G2	Chrome Package Includes Chrome Door Handle Covers and Sideview Mirror Covers (Port Installed) (N/A on LE); on ES, SE and SEL	370	315
H7	Crossbars, Roof Rail (Port Installed)	315	269
F5	Engine Start, Remote Control (Port Installed) (N/A on ES Manual)	545	485
FB	Exterior Package Includes Rear Undercover & Large Rear Spoiler (Port Installed).	415	370
GM	Floor Mats, Carpeted	135	120
HI	Fog Lights, LED (Port Installed)	350	309
FY	Fuel Door, Alloy (Port Installed) (N/A on LE)	160	140
FT	Hood Protector (Port Installed)	115	99
G5	Illumination Package, LED Includes LED Interior Lights and Blue Floor and Tailgate Lights (Port Installed)	440	389
HS	Lug Nuts, Black (Port Installed); on LE	225	195

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2018 Mitsubishi Outlander Sport (Continued)

FACTORY AND PORT INSTALLED OPTIONAL EQUIPMENT

MFG CODE		MFG RETAIL	UBS W/SALE
GU	Moldings, Bodyside (Port Installed)	\$ 215	\$ 185
GE	Mud Guards, Front and Rear (Port Installed)	155	135
---	Paint, Alloy Silver Metallic (U25), Labrador Black Pearl (X42), Mercury Gray Metallic (U17), Octane Blue Metallic (D06), Quartz Brown Metallic (C06) or Rally Red (P26)	N/C	N/C
---	Paint, Diamond White Pearl	200	178
FA	Park Assist Sensors, Accessory Rear (Port Installed)	420	375
G4	Protection Package Includes Rear Bumper Plate, Bright Tailgate Protector and Scuff Plates (Port Installed)	495	445
Q1	Quick Value Package 1 Includes Reversible Cargo Mat, Wheel Locks, Front and Rear Mud Guards, Cargo Net and Aluminum/Leather Shift Knob (Port Installed) (N/A on ES Manual)	355	310
Q2	Quick Value Package 2 Includes Hood Protector, Roof Rack Crossbars, All-Weather Floor Mats and Cargo Tray (Port Installed)	510	444
FK	Spoiler, Accessory Rear Large (Port Installed)	310	270
G8	Tonneau Cover (Port Installed)	190	169
P1	Touring Package Includes Panoramic Glass Roof with Adjustable LED Lighting, 710-Watt 9-Speaker Rockford-Fosgate Premium Sound System, Automatic High Beam Headlights, Forward Collision Mitigation and Lane Departure Warning System; on SEL	2,000	1,780
FD	Value Package Includes Black Roof Spoiler, Black Lug Nuts & Wheel Lock and Front and Rear Mud Guards (Port Installed); on LE	545	475
GD	Wheel Locks (Port Installed)	65	55

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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■ 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.



United Buying Service

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 ■ **410.792.9070** ■ **ubs4cars.com**

Washington Area

Baltimore Area

Visit us on the Web

2018 NISSAN

How to use the United Buying Service Price Book:

1. Offer the member or employee access to the **2017 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 2017 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

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2018 Nissan 370Z

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)
370Z COUPE			
41168	370Z Base RWD 2-Door Coupe Manual	\$ 30,875	\$ 29,141
41118	370Z Base RWD 2-Door Coupe Automatic	32,275	30,495
41468	370Z Sport Base RWD 2-Door Coupe Manual	34,455	32,604
41418	370Z Sport Base RWD 2-Door Coupe Automatic	35,855	33,959
41568	370Z Sport Tech RWD 2-Door Coupe Manual	37,955	35,990
41518	370Z Sport Tech RWD 2-Door Coupe Automatic	39,355	37,345
41268	370Z Touring Base RWD 2-Door Coupe Manual	39,075	36,668
41218	370Z Touring Base RWD 2-Door Coupe Automatic	40,475	38,008
41668	370Z Nismo Tech RWD 2-Door Coupe Manual	46,575	44,328
41618	370Z Nismo Tech RWD 2-Door Coupe Automatic	47,975	45,682

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370Z ROADSTER			
42118	370Z Base RWD 2-Door Roadster Automatic	42,705	40,142
42218	370Z Touring Base RWD 2-Door Roadster Automatic	47,455	44,685
42368	370Z Touring Sport RWD 2-Door Roadster Manual	48,985	46,150
42318	370Z Touring Sport RWD 2-Door Roadster Automatic	50,285	47,393

FACTORY AND PORT INSTALLED OPTIONAL EQUIPMENT

MFG CODE		MFG RETAIL	UBS W'SALE
R92	Aerodynamics Package (Port Installed) (N/A on Sport Base, Sport Tech, Touring Sport, Nismo or Roadsters); on Base Coupe and Touring Base Coupe	\$ 670	\$ 514
---	Cargo Mat, Carpeted (Port Installed)	100	72
---	Floor Mats, Carpeted (Port Installed); on Base, Sport and Touring	130	101
---	On Nismo	140	112
---	Heritage Edition, Yellow or Black (N/A on Base Roadster, Sport, Touring or Nismo); on Base Coupe	790	699
N92	Kick Plate, Illuminated (Port Installed)	225	178

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2018 Nissan 370Z (Continued)

FACTORY AND PORT INSTALLED OPTIONAL EQUIPMENT (Continued)

MFG CODE		MFG RETAIL	UBS W'SALE
N93	Monitor, Rearview (Port Installed) (N/A on Sport Tech, Touring or Nismo); on Base Coupe and Sport Base Coupe	\$ 790	\$ 656
	On Base Roadster	795	663
---	Paint, Passion Red	695	616
---	Paint, Pearl White	395	350
VISIT US AT UBS4CARS.COM.			
B92	Splash Guards, (Port Installed) (N/A on Nismo); on Base, Sport and Touring	245	185

Understanding the difference

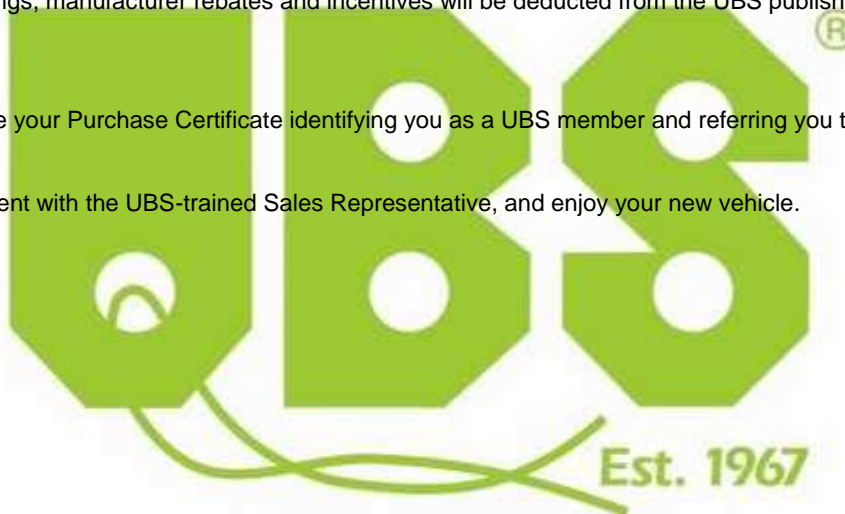
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What to do

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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2018 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. (Taxes and tags will be charged for the jurisdiction where you register your vehicle.)

MFG CODE	MODELS	MFG RETAIL	UBS W'SALE (Includes Freight)
ALTIMA SEDAN			
13018	Altima S FWD 4-Door Sedan Automatic	\$ 24,025	\$ 21,986
13118	Altima SR 2.5 FWD 4-Door Sedan Automatic	25,085	22,985
13318	Altima SV FWD 4-Door Sedan Automatic	26,670	24,481
13418	Altima SL 2.5 FWD 4-Door Sedan Automatic	29,880	27,512
13618	Altima SL 3.5 4-Door Sedan Automatic	34,395	31,774

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FACTORY AND PORT INSTALLED OPTIONAL EQUIPMENT

MFG CODE		MFG RETAIL	UBS W'SALE
B94	Bumper Protector, Chrome (Port Installed) (N/A on S, SR, SV or SL 2.5); on SL 2.5	\$ 140	\$ 109
M19	Cargo Organizer, Sub Floor (N/A on S); on SR, SV and SL	165	132
H92	Charging Ports, 2-Rear USB (Port Installed)	120	100
X01	Convenience Package (N/A on SR, SV or SL); on S	390	345
L92	Floor Mats, Front and Rear Includes Cargo Mat (Port Installed) (N/A on SR); on S, SV and SL	235	193
L93	Floor Mats, Sport Front and Rear Includes Cargo Mat (Port Installed) (N/A on S, SV or SL); On SR	245	203
S92	Fog Lights, LED (Port Installed) (N/A on S, SR or SV); on SL	225	176
N92	Ground Lighting, External (Port Installed) (N/A on SL 3.5); on S, SR, SV and SL 2.5	305	243
N09	Kick Plates, Illuminated (N/A on S); on SR, SV and SL	375	295
N93	Lighting Package, Interior (Port Installed) (N/A on S or SL); on SR and SV	435	375
B93	Moldings, Chrome Bodyside (Port Installed) (N/A on S, SR or SV); on SL	250	225
B92	Moldings, Color-Keyed Bodyside (Port Installed) (N/A on SL); on S, SR and SV	250	225
E10	Paint, Special	395	350
K02	Special Edition; on SR 2.5	910	806
B10	Splash Guards, Front and Rear (Port Installed)	200	159
R10	Spoiler, Rear (N/A on S or SR); on SV and SL	405	344
U01/U02	Technology Package; on SV 2.5	1,280	1,133
	On SL 2.5	1,290	1,142
W10	Wheels, Alloy (N/A on SR, SV or SL); on S	690	519

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2018 Nissan Armada

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.
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MFG CODE	MODELS	MFG RETAIL	UBS W'SALE (Includes Freight)
ARMADA 2WD			
26118	Armada SV 2WD 4-Door Sport Utility	\$ 46,895	\$ 44,542
26318	Armada SL 2WD 4-Door Sport Utility	51,645	49,013
26518	Armada Platinum Base 2WD 4-Door Sport Utility	59,985	56,738
26518	Armada Platinum Reserve 2WD 4-Door Sport Utility	62,985	59,393
REMEMBER TO ASK ABOUT INCENTIVES.			
ARMADA 4WD			
26218	Armada SV 4WD 4-Door Sport Utility	49,795	47,275
26418	Armada SL 4WD 4-Door Sport Utility	54,545	51,695
26618	Armada Platinum Base 4WD 4-Door Sport Utility	62,885	59,425
26618	Armada Platinum Reserve 4WD 4-Door Sport Utility	65,885	62,080
FACTORY AND PORT INSTALLED OPTIONAL EQUIPMENT			
MFG CODE		MFG RETAIL	UBS W'SALE
M92	Cargo Package (Port Installed)	\$ 225	\$ 185
K01	Driver Package (N/A on SL or Platinum); on SV	600	531
L92/L93	Floor Mats, Carpeted Third Row (Port Installed)	310	234
REMEMBER TO ASK ABOUT INCENTIVES.			
N92	Kick Plated, Illuminated (Port Installed)	365	281
N93	Lighting Package, Interior (Port Installed)	330	295
E10	Paint, Special (N/A on SV); on SL and Platinum	395	350
S01	Premium Package (N/A on SV or Platinum); on SL	2,200	1,947
B92	Roof Rail Crossbars (Port Installed)	375	302
X01	Seat Package, Captain (N/A on SV or SL); on Platinum	450	398
N94	Welcome Lighting (Port Installed)	375	318

Understanding the difference

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2018 Nissan Frontier

To Calculate the UBS Price:

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MFG CODE	MODELS	MFG RETAIL	UBS W'SALE (Includes Freight)
FRONTIER 2WD CREW CAB			
32168	Frontier S 2WD 4-Door Crew Cab Pickup with Manual Transmission and 5' Bed	\$ 25,275	\$ 23,985
32118	Frontier S 2WD 4-Door Crew Cab Pickup with Automatic Transmission and 5' Bed	26,325	25,012
32318	Frontier SV SWB 2WD 4-Door Crew Cab with Automatic Transmission and 5' Bed	27,075	25,745
33118	Frontier SV LWB 2WD 4-Door Crew Cab with Automatic Transmission and 6' Bed	29,685	28,298
32518	Frontier Desert Runner 2WD 4-Door Crew Cab Pickup with Auto Transmission and 5' Bed .	28,055	26,704
32718	Frontier SL SWB 2WD 4-Door Crew Cab Pickup with Automatic Transmission and 5' Bed .	34,285	32,443
FRONTIER 4WD CREW CAB			
32018	Frontier S 4WD 4-Door Crew Cab Pickup with Automatic Transmission and 5' Bed	29,815	28,119
32268	Frontier SV SWB 4WD 4-Door Crew Cab Pickup with Manual Transmission and 5' Bed . . .	33,105	31,302
32218	Frontier SV SWB 4WD 4-Door Crew Cab with Automatic Transmission and 5' Bed	30,265	28,553
33218	Frontier SV LWB 4WD 4-Door Crew Cab with Automatic Transmission and 6' Bed	30,685	28,960
32468	Frontier Pro-4X 4WD 4-Door Crew Cab Pickup with Manual Transmission and 5' Bed	33,465	31,305
32418	Frontier Pro-4X 4WD 4-Door Crew Cab Pickup with Automatic Transmission and 5' Bed . .	34,515	32,310
32618	Frontier SL SWB 4WD 4-Door Crew Cab Pickup with Automatic Transmission and 5' Bed .	37,125	34,806
FRONTIER 2WD KING CAB			
31158	Frontier S LWB 2WD 2-Door King Cab Pickup with Manual Transmission and 6' Bed	19,965	18,792
31118	Frontier S LWB 2WD 2-Door King Cab Pickup with Automatic Transmission and 6' Bed . .	23,385	22,137
31358	Frontier SV Base LWB 2WD 2-Door King Cab Pickup with Manual Transmission and 6' Bed	24,185	22,919
31318	Frontier SV Base LWB 2WD 2-Door King Cab Pickup with Auto Transmission and 6' Bed . .	25,235	23,946
31518	Frontier SV V6 LWB 2WD 2-Door King Cab Pickup with Automatic Transmission and 6' Bed	25,945	24,640
31718	Frontier Desert Runner LWB 2WD 2-Door King Cab Pickup with Auto Trans and 6' Bed . .	26,625	25,304

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2018 Nissan Frontier (Continued)

MFG CODE	MODELS	MFG RETAIL	UBS W'SALE (Includes Freight)
FRONTIER 4WD KING CAB			
31418	Frontier SV V6 LWB 4WD 2-Door King Cab Pickup with Automatic Transmission and 6' Bed	\$ 28,835	\$ 27,170
31218	Frontier Pro-4X 4WD 2-Door King Cab Pickup with Automatic Transmission and 6' Bed . . .	33,755	31,583

FACTORY AND PORT INSTALLED OPTIONAL EQUIPMENT

MFG CODE		MFG RETAIL	UBS W'SALE
A94	Bed Extender, Sliding & Hitch (Port Installed); on Pro-4X and SL	\$ 580	\$ 461
A93	Bed Liner & Hitch (Port Installed); on SV and Desert Runner	630	499
DO YOU HAVE A UBS PURCHASE CERTIFICATE?			
A92	Bed Liner, Under Rail (Port Installed); on S and on SV King Cab	355	271
L92	Floor Mats, Carpeted (Port Installed)	150	123
B93	Graphics Package; on Pro-4X	465	381
J01	Moonroof Package (N/A on S, SV King Cab, Desert Runner or Pro-4X) (Standard on SL Crew Cab); on SV Crew Cab	800	708
B92	Splash Guards (Port Installed); on S, SV, Desert Runner and SL	190	148
K01	Value Truck Package Includes Rear Sonar, Dual-Zone Automatic Air Conditioning, 2- Additional Speakers, Auto Dimming Inside Rearview Mirror with Compass and Temperature, Spray-in Bedliner, Util-Track System with Four Adjustable Tie Down Cleats, Heated Cloth Seats, Fog Lights, Vehicle Security System, Sliding Bed Extender, Trailer Hitch, Leather-Wrapped Steering Wheel and Leather-Wrapped Shift Knob; on SV	1,890	1,751
K03	Work Truck Package Includes Spray-in Bedliner, Bedrail Caps, Splash Guards and Rubber Floor Mats; on S 2WD	750	664

Understanding the difference

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2018 Nissan Leaf

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MFG CODE	MODELS	MFG RETAIL	UBS W'SALE (Includes Freight)
17018	Leaf S FWD 5-Door Hatchback	\$ 30,875	\$ 28,918
17318	Leaf SV FWD 5-Door Hatchback	33,375	31,318
17218	Leaf SL FWD 5-Door Hatchback	37,085	34,879

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FACTORY AND PORT INSTALLED OPTIONAL EQUIPMENT

MFG CODE		MFG RETAIL	UBS W'SALE
X01/X02	All Weather Package Includes Heated Front Seats, Heated Steering Wheel, Heated Outside Mirrors and Rear Heater Ducts (N/A on SL); on S	\$ 450	\$ 395
	On SV also Includes Hybrid Heater	900	790
M92	Cargo Cover (Standard on SL); on S and SV	145	94
M93	Cargo Net (Port Installed)	25	18
M94	Cargo Organizer (Port Installed)	230	177
FO1	Charge Package Includes Quick Charge Port and Portable Charge Cable (N/A on SV or SL); on S	1,590	1,396
L9-	Floor Mats, Front and Rear Includes Cargo Mat (Port Installed)	190	148
N10	Kick Plates	130	106
---	Paint, Brilliant Silver (K23), Gun Metallic (KAD), Super Black (KH3), Glacier White (QAK) or Deep Blue Pearl (RAY)	N/C	N/C
---	Paint, Jade Frost (KBR), Scarlet Ember (NBL) or Pearl White (QAB) (N/A on S); on SV and SL	395	347
XBJ	Paint, Two-Tone White/Black (N/A on S or SV); on SL	645	566
B93	Protection Package (Port Installed)	245	206
S92	Safety Kit (Port Installed)	75	66
B10	Splash Guards (Port Installed)	190	148
V01/V02	Technology Package Includes ProPILOT Assist, Automatic Emergency Braking with Pedestrian Detection, Electric Parking Brake, Intelligent Lane Intervention and High Beam Assist (N/A on S); on SV also Includes 8-Way Power Driver's Seat with 2-Way Lumbar, Auto-Dimming Inside Rearview Mirror, HomeLink Universal Transceiver, LED Headlights, LED Signature Daytime Running Lights and Portable Charge Cable	2,200	1,931
	On SL	650	570

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2018 Nissan Maxima

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MFG CODE	MODELS	MFG RETAIL	UBS W'SALE (Includes Freight)
16118	Maxima S FWD 4-Door Sedan	\$ 33,905	\$ 31,372
16218	Maxima SV FWD 4-Door Sedan	35,905	33,264
16318	Maxima SL FWD 4-Door Sedan	38,325	35,553
16418	Maxima SR FWD 4-Door Sedan	39,165	36,348
16518	Maxima Platinum FWD 4-Door Sedan	41,575	38,628

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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	\$ 120	\$ 100
R92	Diffuser, Rear (Port Installed) (N/A on S, SV or SL); on SR and Platinum	365	303
L92	Floor Mats, Front and Rear Includes Cargo Mat and Cargo Net (N/A on SR); on S, SV, SL and Platinum	300	234
L93	Floor Mats, Sport Includes Cargo Mat, Cargo Net and First Aid (N/A on S, SV, SL or Platinum); on SR	310	249
N10	Kick Plates, Illuminated	375	291
N92	Lighting, External Ground (Port Installed)	240	201
B92	Moldings, Rocker Panel (Port Installed)	420	349
E10	Paint, Special	395	350
B10	Splash Guards	200	159
R09	Spoiler, Premium Bodycolor (N/A on SR); on S, SV, SL and Platinum	405	344
R10	Spoiler, Sport Black; on SR	430	364
W10	Wheels, 18" (N/A on S or SR); on SV, SL and Platinum	900	636

Understanding the difference

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2018 Nissan Murano

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)
MURANO FWD			
24118	Murano S FWD 4-Door Sport Utility.....	\$ 31,525	\$ 29,286
24318	Murano SV FWD 4-Door Sport Utility.....	34,825	32,446
24518	Murano SL FWD 4-Door Sport Utility.....	39,225	36,613
24718	Murano Platinum FWD 4-Door Sport Utility.....	42,955	40,162

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.

MURANO AWD			
24218	Murano S AWD 4-Door Sport Utility.....	33,125	30,810
24418	Murano SV AWD 4-Door Sport Utility.....	36,425	33,948
24618	Murano SL AWD 4-Door Sport Utility.....	40,825	38,134
23818	Murano Platinum AWD 4-Door Sport Utility.....	44,555	41,684

FACTORY AND PORT INSTALLED OPTIONAL EQUIPMENT

MFG CODE		MFG RETAIL	UBS W'SALE
B94	Bumper Protector, Rear (Port Installed).....	\$ 135	\$ 106
M92	Cargo Package (Port Installed).....	420	316
L92	Floor Mats, Carpeted Front and Rear Includes Cargo Mat (Port Installed).....	240	196
N10	Kick Plates, Illuminated (Port Installed) (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.....	375	318
N94	Lighting, Interior Accent (Port Installed) (N/A on S or SV); on SL and Platinum.....	280	233
K01	Midnight Edition (N/A on S, SV or SL); on Platinum.....	1,395	1,308
J01	Moonroof Package; on SL.....	1,420	1,257
E10	Paint, Premium.....	395	350
P01	Premium Package (N/A on S, SL or Platinum); on SV.....	2,790	2,469
B93	Roof Rail Crossbars (Port Installed) [N/A with Premium Package (P01)] (N/A on S or Platinum); on SV and SL.....	355	286
B92	Splash Guards, Front and Rear (Port Installed).....	175	148
W09	Wheels, 10-Spoke Bright PVD Alloy (N/A on S, SV or Platinum); on SL.....	1,440	1,206
W10	Wheels, Split 5-Spoke Bright PVD Alloy (N/A on S, SV or SL); on Platinum.....	1,720	1,450

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United Buying Service

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Baltimore 410.792.9070

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2018 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			
25118	Pathfinder S FWD 4-Door Sport Utility	\$ 31,765	\$ 29,221
25318	Pathfinder SV FWD 4-Door Sport Utility	34,455	31,755
25518	Pathfinder SL FWD 4-Door Sport Utility	38,475	35,542
25718	Pathfinder Platinum FWD 4-Door Sport Utility	43,295	39,989

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PATHFINDER 4-WHEEL DRIVE			
25018	Pathfinder S 4WD 4-Door Sport Utility	33,455	30,813
25218	Pathfinder SV 4WD 4-Door Sport Utility	36,145	33,346
25418	Pathfinder SL 4WD 4-Door Sport Utility	40,165	37,133
25618	Pathfinder Platinum 4WD 4-Door Sport Utility	44,985	41,672

FACTORY AND PORT INSTALLED OPTIONAL EQUIPMENT

MFG CODE		MFG RETAIL	UBS W'SALE
XO1	All-Weather Package (N/A on S, SL or Platinum); on SV	\$ 400	\$ 354
B94	Bumper Protector, Rear (Port Installed)	210	159
M92	Cargo Package (Port Installed) (N/A on S); on SV, SL and Platinum	305	257
L92	Floor Mats, Front and Rear (Port Installed)	235	187
N10	Kick Plates, Illuminated (Port Installed) (N/A on S); on SV, SL and Platinum	365	281
N92	Lighting, Interior Accent (Port Installed) (N/A on S or SV); on SL and Platinum	330	286
N93	Lighting, Welcome (Port Installed)	375	318
H01	Mobile Entertainment System Package (N/A on S, SV or SL); on Platinum	1,700	1,505
E10	Paint, Special	395	350
P01	Premium Package (N/A on S, SV or Platinum); on SL	2,650	2,457
B93	Roof Rail Crossbars (Port Installed)	355	286
B95	Running Boards (Port Installed) (N/A on S); on SV, SL and Platinum	650	509
B10	Splash Guards, Black Front and Rear	175	148
B92	Splash Guards, Front and Rear (Port Installed)	175	148
U01	Tech Package (N/A on S, SL or Platinum); on SV	1,400	1,240

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2018 Nissan Rogue

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)
ROGUE FWD			
22118	Rogue S FWD 4-Door Sport Utility	\$ 25,655	\$ 23,885
22318	Rogue SV Base FWD 4-Door Sport Utility	26,875	25,055
22518	Rogue SL Base FWD 4-Door Sport Utility	32,035	30,002
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ROGUE AWD			
22018	Rogue S AWD 4-Door Sport Utility	27,005	25,180
22218	Rogue SV Base AWD 4-Door Sport Utility	28,225	26,350
22418	Rogue SL Base AWD 4-Door Sport Utility	33,385	31,297

FACTORY AND PORT INSTALLED OPTIONAL EQUIPMENT

MFG CODE		MFG RETAIL	UBS W'SALE
B93	Bumper Protector, Chrome Rear (Port Installed)	\$ 155	\$ 130
M92	Cargo Cover, Retractable (Port Installed)	190	151
L92	Floor Mats, Front and Rear Includes 2 Piece Cargo Area Protector and First Aid Kit (Port Installed)	275	217
S10	Fog Lights (N/A on S or SL); on SV	315	233
N92	Kick Plates, Illuminated (Port Installed) (N/A on S); on SV and SL	395	308
N93	Mirror, Frameless Auto-Dimming Inside Rearview (N/A on S or SL); on SV	385	302
E10	Paint, Premium	395	350
K03	Platinum Package (N/A on S or SV); on SL	790	699
X03	Platinum Reserve Interior (N/A on S or SV); on SL	250	221
P01/U01	Premium Package (N/A on S); on SV	1,490	1,319
	On SL	1,820	1,611
REMEMBER TO ASK ABOUT INCENTIVES.			
B94	Roof Rail Crossbars	355	286
B92	Splash Guards, Front and Rear (Port Installed)	160	138
K02	Sun and Sound Touring Package (N/A S, or SL); on SV	3,220	2,850
K04	Value Package (N/A on SV or SL); on S	800	742

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2018 Nissan Rogue Sport

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)
ROGUE SPORT FWD			
27118	Rogue Sport S FWD 4-Door Sport Utility	\$ 22,615	\$ 20,970
27318	Rogue Sport SV FWD 4-Door Sport Utility	24,215	22,504
27518	Rogue Sport SL FWD 4-Door Sport Utility	27,265	25,428
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ROGUE SPORT AWD			
27018	Rogue Sport S AWD 4-Door Sport Utility	23,965	22,265
27218	Rogue Sport SV AWD 4-Door Sport Utility	25,565	23,798
27418	Rogue Sport SL AWD 4-Door Sport Utility	28,615	26,724

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 (N/A on SV or SL); on S	570	504
B93	Bumper Protector, Chrome Rear (Port Installed)	160	138
L92/L93	Floor Mats, Front and Rear Includes 2 Piece Cargo Area Protector and First Aid Kit (Port Installed)	275	217
N94	Ground Lighting, External (Port Installed) (N/A on S); on SV and SL	375	319
N92	Kick Plates, Illuminated (Port Installed) (N/A on S); on SV and SL	395	308
N93	Mirror, Frameless Auto-Dimming Inside Rearview (Port Installed) (N/A on S); on SV and SL	300	224
E10	Paint, Premium (N/A on S); on SV and SL	395	350
P01	Premium Package (N/A on S or SV); on SL	2,850	2,522
B94	Roof Rail Crossbars (Port Installed) (N/A on S); on SV and SL	345	277
B92	Splash Guards, Front and Rear (Port Installed)	160	138
REMEMBER TO ASK ABOUT INCENTIVES.			
U01	Technology Package (N/A on S or SL); on SV	2,420	2,143

Understanding the difference

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2018 Nissan Sentra

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)
12068	Sentra S FWD 4-Door Sedan Manual	\$ 17,875	\$ 16,890
12018	Sentra S FWD 4-Door Sedan Automatic	19,025	18,024
12118	Sentra SV FWD 4-Door Sedan Automatic	19,845	18,371
12218	Sentra SR Base FWD 4-Door Sedan Automatic	21,255	19,727
12318	Sentra SL FWD 4-Door Sedan Automatic	24,325	22,681
12468	Sentra SR Turbo FWD 4-Door Sedan Manual	23,085	21,487
12418	Sentra SR Turbo FWD 4-Door Sedan Automatic	23,375	21,766
12518	Sentra Nismo FWD 4-Door Sedan Manual	26,675	24,942
12568	Sentra Nismo FWD 4-Door Sedan Automatic	26,675	24,942

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FACTORY AND PORT INSTALLED OPTIONAL EQUIPMENT

MFG CODE		MFG RETAIL	UBS W'SALE
X01	All Weather Package (N/A on S, SR, SL or Nismo); on SV	\$ 300	\$ 266
K01	Appearance Package (N/A on SV, SR, SL or Nismo); on S	495	438
H92	Charging Ports, Rear USB (N/A on SV, SR, SL or Nismo); on S	140	121
N96/N97	Door Sill Plates (Port Installed) (N/A on S, SV, SR Base or SL); on SR Turbo and Nismo	75	53
N93	Electronics Package (Port Installed) (N/A on SL); on S, SV, SR and Nismo	500	391
L92	Floor Mats, Carpeted Front and Rear Includes Cargo Mat (Port Installed)	200	169
S92	Fog Lights (Port Installed) (N/A on SR, SL or Nismo); on S and SV	315	228
N94	Kick Plates, Illuminated (Port Installed)	350	266
N92	Lighting, External Ground (Port Installed) (N/A on S, SV, SL or Nismo); on SR	295	233
E10	Paint, Premium	295	262
B93	Pedals, Sport	145	100
---	Premium Package (N/A on S or SL); on SV	990	877
	On SR Base	3,560	3,150
	On SR Turbo	2,590	2,293
B93	Protection Package (Port Installed)	360	274
N95	Side Sill Protector (Port Installed) (N/A on SR Turbo or Nismo); on S, SV, SR Base and SL	75	53

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2018 Nissan Sentra (Continued)

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

MFG CODE		MFG RETAIL	UBS W'SALE
B92	Splash Guards, Color-Keyed Front and Rear (Port Installed) (N/A on SR or Nismo); on S, SV and SL	\$ 190	\$ 148
R92	Spoiler, Rear (Port Installed) (N/A on SR or Nismo); on S, SV and SL	340	270
P02	Technology Package (N/A on S, SV, SR Turbo or SL); on SR Base	1,020	903
M92	Trunk Net, Hide-A-Way (Port Installed)	70	49

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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Washington 301.657.1920

Baltimore 410.792.9070

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2018 Nissan Titan Crew Cab

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)
TITAN 2WD CREW CAB (GAS) (Effective Date: 02/09/18 M/C)			
38118	Titan S Gas 2WD 4-Door Crew Cab Pickup	\$ 36,975	\$ 35,302
38318	Titan SV Gas 2WD 4-Door Crew Cab Pickup	40,115	37,547
38518	Titan SL Gas 2WD 4-Door Crew Cab Pickup	48,575	45,595
38718	Titan Platinum Gas 2WD 4-Door Crew Cab Pickup	54,505	51,182
TITAN 4WD CREW CAB (GAS) (Effective Date: 02/09/18 M/C)			
38018	Titan S Gas 4WD 4-Door Crew Cab Pickup	40,005	38,249
38218	Titan SV Gas 4WD 4-Door Crew Cab Pickup	43,145	40,428
38418	Titan PRO-4X Gas 4WD 4-Door Crew Cab Pickup	47,215	44,301
38618	Titan SL Gas 4WD 4-Door Crew Cab Pickup	51,655	48,511
38818	Titan Platinum Gas 4WD 4-Door Crew Cab Pickup	57,595	54,079
<div style="border: 1px solid black; padding: 5px;"> <p>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 <u>rebates</u> from the manufacturer to the customer. Also, <u>incentives</u> from the manufacturer to the dealer will be offered when available by the UBS dealer representative to the UBS customer to further <u>lower your cost</u> at the time of delivery.</p> </div>			
TITAN XD 2WD CREW CAB (DIESEL) (Effective Date: 02/09/18 M/C)			
56118	Titan XD S Diesel 2WD 4-Door Crew Cab Pickup	\$ 43,785	\$ 41,925
56318	Titan XD SV Diesel SWB 2WD 4-Door Crew Cab Pickup	47,495	44,567
56518	Titan XD SL Diesel 2WD 4-Door Crew Cab Pickup	55,955	52,511
56718	Titan XD Platinum Diesel 2WD 4-Door Crew Cab Pickup	61,325	57,575
TITAN XD 4WD CREW CAB (DIESEL) (Effective Date: 02/09/18 M/C)			
56018	Titan XD S Diesel 4WD 4-Door Crew Cab Pickup	46,815	44,873
56218	Titan XD SV Diesel 4WD 4-Door Crew Cab Pickup	50,475	47,402
56418	Titan XD PRO-4X Diesel 4WD 4-Door Crew Cab Pickup	54,675	51,341
56618	Titan XD SL Diesel 4WD 4-Door Crew Cab Pickup	58,985	55,381
56818	Titan XD Platinum Diesel 4WD 4-Door Crew Cab Pickup	64,905	60,931

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2018 Nissan Titan Crew Cab (Continued)

MFG CODE	MODELS	MFG RETAIL	UBS W'SALE (Includes Freight)
TITAN XD 2WD CREW CAB (GAS) (Effective Date: 02/09/18 M/C)			
53118	Titan XD S Gas 2WD 4-Door Crew Cab Pickup	\$ 38,535	\$ 36,819
53318	Titan XD SV Gas SWB 2WD 4-Door Crew Cab Pickup	42,695	40,001
53518	Titan XD SL Gas 2WD 4-Door Crew Cab Pickup	50,705	47,582
53718	Titan XD Platinum Gas 2WD 4-Door Crew Cab Pickup	56,075	52,654
<div style="border: 2px solid black; padding: 5px; text-align: center;"> BALTIMORE: 410-792-9070 WASHINGTON: 301-657-1920 </div>			
TITAN XD 4WD CREW CAB (GAS) (Effective Date: 02/09/18 M/C)			
53018	Titan XD S Gas 4WD 4-Door Crew Cab Pickup	41,565	39,766
53218	Titan XD SV Gas 4WD 4-Door Crew Cab Pickup	45,675	42,836
53418	Titan XD PRO-4X Gas 4WD 4-Door Crew Cab Pickup	49,425	46,405
53618	Titan XD SL Gas 4WD 4-Door Crew Cab Pickup	53,735	50,505
53818	Titan XD Platinum Gas 4WD 4-Door Crew Cab Pickup	59,655	56,136

Understanding the difference

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

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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ubs4cars.com

2018 Nissan Titan King Cab

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)
TITAN 2WD KING CAB (GAS) (Effective Date: 02/09/18 M/C)			
37118	Titan S Gas 2WD 4-Door King Cab Pickup	\$ 36,975	\$ 32,695
37318	Titan SV Gas 2WD 4-Door King Cab Pickup	37,675	35,224
TITAN 4WD KING CAB (GAS) (Effective Date: 02/09/18 M/C)			
37018	Titan S Gas 4WD 4-Door King Cab Pickup	37,325	35,642
37218	Titan SV Gas 4WD 4-Door King Cab Pickup	40,705	38,108
37418	Titan PRO-4X Gas 4WD 4-Door King Cab Pickup	45,035	42,228
TITAN XD 2WD KING CAB (DIESEL) (Effective Date: 02/09/18 M/C)			
55118	Titan XD S Diesel 2WD 4-Door King Cab Pickup	\$ 41,855	\$ 40,049
55318	Titan XD SV Diesel SWB 2WD 4-Door King Cab Pickup	45,755	42,912
TITAN XD 4WD KING CAB (DIESEL) (Effective Date: 02/09/18 M/C)			
55018	Titan XD S Diesel 4WD 4-Door King Cab Pickup	45,385	43,482
55218	Titan XD SV Diesel 4WD 4-Door King Cab Pickup	48,285	45,320
55418	Titan XD PRO-4X Diesel 4WD 4-Door King Cab Pickup	52,235	49,054
TITAN XD 2WD KING CAB (GAS) (Effective Date: 02/09/18 M/C)			
52118	Titan XD S Gas 2WD 4-Door King Cab Pickup	\$ 35,305	\$ 33,677
52318	Titan XD SV Gas SWB 2WD 4-Door King Cab Pickup	39,705	37,157
TITAN XD 4WD KING CAB (GAS) (Effective Date: 02/09/18 M/C)			
52018	Titan XD S Gas 4WD 4-Door King Cab Pickup	38,335	36,625
52218	Titan XD SV Gas 4WD 4-Door King Cab Pickup	42,735	40,039
52418	Titan XD PRO-4X Gas 4WD 4-Door King Cab Pickup	47,185	44,272

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Understanding the difference

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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.

Washington 301.657.1920

Baltimore 410.792.9070

ubs4cars.com

2018 Nissan Titan Single Cab

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)
TITAN 2WD SINGLE CAB (GAS) (Effective Date: 02/09/18 M/C)			
36118	Titan S Gas 2WD 4-Door Single Cab Pickup	\$ 31,325	\$ 29,807
36318	Titan SV Gas 2WD 4-Door Single Cab Pickup	34,655	32,532
TITAN 4WD SINGLE CAB (GAS) (Effective Date: 02/09/18 M/C)			
36018	Titan S Gas 4WD 4-Door Single Cab Pickup	34,355	32,754
36218	Titan SV Gas 4WD 4-Door Single Cab Pickup	37,685	35,234
<div style="border: 1px solid black; padding: 5px;"> <p>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 <u>rebates</u> from the manufacturer to the customer. Also, <u>incentives</u> from the manufacturer to the dealer will be offered when available by the UBS dealer representative to the UBS customer to further <u>lower your cost</u> at the time of delivery.</p> </div>			
TITAN XD 2WD SINGLE CAB (DIESEL) (Effective Date: 02/09/18 M/C)			
51118	Titan XD S Diesel 2WD 4-Door Single Cab Pickup	\$ 38,855	\$ 37,160
51318	Titan XD SV Diesel SWB 2WD 4-Door Single Cab Pickup	43,285	40,562
TITAN XD 4WD SINGLE CAB CAB (DIESEL) (Effective Date: 02/09/18 M/C)			
51018	Titan XD S Diesel 4WD 4-Door Single Cab Pickup	41,915	40,107
51218	Titan XD SV Diesel 4WD 4-Door Single Cab Pickup	46,315	43,445
TITAN XD 2WD SINGLE CAB (GAS) (Effective Date: 02/09/18 M/C)			
54118	Titan XD S Gas 2WD 4-Door Single Cab Pickup	\$ 33,335	\$ 31,762
54318	Titan XD SV Gas SWB 2WD 4-Door Single Cab Pickup	37,235	34,806
TITAN XD 4WD SINGLE CAB CAB (GAS) (Effective Date: 02/09/18 M/C)			
54018	Titan XD S Gas 4WD 4-Door Single Cab Pickup	36,365	34,708
54218	Titan XD SV Gas 4WD 4-Door Single Cab Pickup	40,265	37,689

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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Washington 301.657.1920

Baltimore 410.792.9070

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2018 Nissan Versa Note

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)
VERSA NOTE HATCHBACK			
11418	Versa Note S FWD 4-Door Hatchback Automatic	\$ 16,365	\$ 15,400
11518	Versa Note SV FWD 4-Door Hatchback Automatic	17,265	16,288
11618	Versa Note SR FWD 4-Door Hatchback Automatic	18,865	17,867

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FACTORY AND PORT INSTALLED OPTIONAL EQUIPMENT

MFG CODE		MFG RETAIL	UBS W'SALE
H92	Audio System, Rockford Fosgate (Port Installed)	\$ 595	\$ 460
M92	Cargo Cover, Rear (Port Installed)	130	92
L92	Floor Mats, Front and Rear Includes Cargo Mat (Port Installed)	195	159
N92	Mirror, Frameless Auto-Dimming Inside Rearview (Port Installed)	285	225
E10	Paint, Premium (N/A on S); on SV and SR	295	262
K01	Special Edition Package (N/A on S or SR); on SV	500	443
B92	Splash Guards (Port Installed) (N/A on SR); on S and SV	190	148
R92	Spoiler, Rear Roof (Port Installed) (N/A on SR); on S and SV	310	270
W10	Wheels, 15" Alloy (N/A on SR); on S and SV	495	376

Understanding the difference

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What to do

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Washington 301.657.1920

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2018 Nissan Versa Sedan

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)
VERSA SEDAN			
11058	Versa S Base FWD 4-Door Sedan Manual	\$ 12,875	\$ 11,959
11118	Versa S Plus FWD 4-Door Sedan Automatic	15,015	14,069
11218	Versa SV FWD 4-Door Sedan Automatic	16,605	15,638

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FACTORY AND PORT INSTALLED OPTIONAL EQUIPMENT

MFG CODE		MFG RETAIL	UBS W'SALE
L92	Floor Mats, Front and Rear Includes Cargo Mat (Port Installed)	\$ 195	\$ 159
N92	Kick Plates, Illuminated (Port Installed)	350	266
N93	Mirror, Auto-Dimming Inside Rearview Includes Compass and Homelink (Port Installed) . . .	285	228
K01	Special Edition Package (N/A on S or S Plus); on SV	500	443
B92	Splash Guards (Port Installed)	190	148
B93	Trunk Accent, Chrome (Port Installed)	120	106
W10	Wheels, 15" Alloy	495	376

Understanding the difference

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What to do

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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.



United Buying Service

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 ■ **410.792.9070** ■ **ubs4cars.com**

Washington Area

Baltimore Area

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2018 SUBARU

How to use the United Buying Service Price Book:

1. Offer the member or employee access to the **2017 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 2017 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

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Washington 301.657.1920

Baltimore 410.792.9070

ubs4cars.com

2018 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)
JRA	Crosstrek Base AWD 4-Door Hatchback Manual	\$ 22,710	\$ 21,767
JRB	Crosstrek Base AWD 4-Door Hatchback Automatic	23,710	22,684
JRC	Crosstrek Premium AWD 4-Door Hatchback Manual	23,510	22,506
JRD	Crosstrek Premium AWD 4-Door Hatchback Automatic	24,510	23,423
JRE	Crosstrek Limited AWD 4-Door Hatchback Automatic	27,210	25,915

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FACTORY AND PORT INSTALLED OPTIONAL EQUIPMENT

MFG CODE		MFG RETAIL	UBS W'SALE
0J6	Bumper Cover, Rear (Port Installed) [Included with Popular Package 1 (CR7), Popular Package 2 (CR8) and Popular Package 3 (CR9)]	\$ 107	\$ 69
0DV	Cargo Cover (Port Installed) (Standard on Premium and Limited); on Base	181	117
0DW	Cargo Net, Rear (Port Installed)	72	46
0DZ	Cargo Tray (Port Installed) (Standard on Premium and Limited); on Base	81	52
---	Door Edge Guards (Port Installed)	145	94
093	Engine Start, Remote Control Key Start (Port Installed) (N/A on Base Manual, Premium Manual or Limited); on Base Automatic and Premium Automatic	461	345
092	Engine Start, Remote Push Button (Port Installed) (N/A on Base or Premium); on Limited	427	320
13	Eyesight + Blind Spot Detection/Rear Cross Traffic Alert (N/A on Base, Premium Manual or Limited); on Premium Automatic	1,395	1,238
14	Eyesight + Moonroof + Blind Spot Detection/Rear Cross Traffic Alert (N/A on Base, Premium Manual or Limited); on Premium Automatic	2,395	2,127
22	Eyesight with Reverse Automatic Brake + High Beam Assist + Moonroof (N/A on Base or Premium); on Limited	2,095	1,860
23	Eyesight with Reverse Automatic Brake + High Beam Assist + Navigation System + Harmon Kardon Amplifier and Speakers (N/A on Base or Premium); on Limited	3,445	3,059
0DU	Floor Mats, All-Weather (Port Installed) [Included with Popular Package 1 (CR7) and Popular Package 2 (CR8)]	81	52
VISIT US AT UBS4CARS.COM.			
0JH	Fog Lights (Port Installed) (Standard on Premium and Limited); on Base	446	334

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2018 Subaru Crosstrek (Continued)

FACTORY INSTALLED OPTIONAL EQUIPMENT (Continued)

MFG CODE		MFG RETAIL	UBS W'SALE
0E8	Illumination Kit, Blue Footwell (Port Installed)	\$ 208	\$ 135
0KN	Lights, LED Map & Dome (Port Installed) [Included with Popular Package 3 (CR9)]	99	64
0H1	Mirror, Automatic Day/Night Inside Rearview with Compass [Included with Automatic Day/Night Inside and Outside Mirrors (CS1)]	245	158
0H2	Mirror, Automatic Day/Night Inside Rearview with Compass and Homelink Garage Door Opener (Port Installed) [Included with Popular Package 1 (CR7), Popular Package 2 (CR8) and Automatic Day/Night Inside and Outside Mirrors (CS2)]	365	236
CS1	Mirrors, Automatic Day/Night Inside and Outside Includes Automatic Day/Night Inside Rearview with Compass (0H1) and Automatic Day/Night Outside Mirrors (0KO)	478	309
CS2	Mirrors, Automatic Day/Night Inside and Outside Includes Automatic Day/Night Inside Rearview with Compass and Homelink Garage Door Opener (0H2) and Automatic Day/Night Outside Mirrors (0KO)	598	387
0KO	Mirrors, Automatic Day/Night Outside with Approach Lights (Port Installed) [Included with Automatic Day/Night Inside and Outside Mirrors (CS1) and Automatic Day/Night Inside and Outside Mirrors (CS2)]	233	151
---	Moldings, Bodyside (Port Installed)	290	188
12	Moonroof + Blind Spot Detection/Rear Cross Traffic Alert (N/A on Base or Premium); on Limited	1,400	1,244
---	Paint, Cool Gray Khaki (AF), Crystal Black Silica (4S), Crystal White Pearl (1X), Dark Gray Metallic (1K), Ice Silver Metallic (IU), Quartz Blue Pearl (8U), Sunshine Orange (AK) or or Venetian Red Pearl (2Q)	N/C	N/C
CR7	Popular Package 1 Includes Rear Bumper Cover (0J6), Cargo Tray (0DZ), All Weather Floor Mats (0DU), Automatic Day/Night Inside Rearview Mirror with Compass and HomeLink Garage Door Opener (0H2), Rear Seatback Protector (09Q) and Splash Guards (0JA), (Port Installed) (N/A on Premium or Limited); on Base	896	578
CR8	Popular Package 2 Includes Rear Bumper Cover (0J6), All Weather Floor Mats (0DU), Automatic Day/Night Inside Rearview Mirror with Compass and HomeLink Garage Door Opener (0H2), Rear Seatback Protector (09Q) and Splash Guards (0JA), (Port Installed) (N/A on Base); on Premium and Limited	815	526
CR9	Popular Package 3 Includes Rear Bumper Cover (0J6), LED Map & Dome Lights (0KN) and Automatic Day/Night Inside and Outside Mirrors (CS2) (Port Installed)	804	520
09I	Radio, Rockford Fosgate (Port Installed) [N/A with Eyesight with Reverse Automatic Brake + High Beam Assist + Moonroof (22) or Eyesight with Reverse Automatic Brake + High Beam Assist + Navigation System + Harmon Kardon Amplifier and Speakers (23)]	507	380
UCB	Roof Rail Crossbars, Aero (Port Installed)	201	130
09Q	Seatback Protector, Rear (Port Installed) [Included with Popular Package 1 (CR7) and Popular Package 2 (CR8)]	95	61
0IN	Shift Knob, STI (Port Installed) [Included with Sport Package (CS3/CS4)]	201	130
0JE	Side Sill Plates (Port Installed)	161	104
0JA	Splash Guards (Port Installed) [Included with Popular Package 1 (CR7) and Popular Package 2 (CR8)]	167	108
0JF	Spoiler, STI Rear Roof (Port Installed) [Included with Sport Package (CS3/CS4)]	451	338

HAVE YOU CALLED UBS?

CS3/CS4	Sport Package Includes STI Shift Knob (0IN), STI Rear Roof Spoiler (0JF) and STI Black Alloy Wheels (Port Installed) (Pricing Includes Package Discount); on Base and Premium	1,725	1,272
	On Limited	1,799	1,328
080	Sunshade (Port Installed)	76	49
YED	Trailer Hitch Includes Trailer Wiring Harness (Port Installed)	602	451
H8B	Wheel Locks, Alloy (Port Installed)	81	52

Understanding the difference

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Washington 301.657.1920

Baltimore 410.792.9070

ubs4cars.com

2018 Subaru Forester

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)
JFA	Forester 2.5i Base AWD 4-Door Sport Utility Manual	\$ 23,710	\$ 22,622
JFB	Forester 2.5i Base AWD 4-Door Sport Utility Automatic	24,710	23,530
JFE	Forester 2.5i Premium AWD 4-Door Sport Utility Manual	26,610	25,290
JFF	Forester 2.5i Premium AWD 4-Door Sport Utility Automatic	27,110	25,724

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JFI	Forester 2.5i Limited AWD 4-Door Sport Utility Automatic	30,310	28,580
JFJ	Forester 2.5i Touring AWD 4-Door Sport Utility Automatic	34,005	31,962
JFM	Forester 2.0XT Premium AWD 4-Door Sport Utility Automatic	30,410	28,682
JFN	Forester 2.0XT Touring AWD 4-Door Sport Utility Automatic	37,005	34,750

FACTORY AND PORT INSTALLED OPTIONAL EQUIPMENT

MFG CODE		MFG RETAIL	UBS W'SALE
02	Alloy Wheel Package Includes Roof Rails and Alloy Wheels (N/A on Base Manual, Premium, Limited or Touring); on Base Automatic	\$ 600	\$ 500
14	All-Weather Package + EyeSight + Blind Spot Detection/Rear Cross Traffic Alert Includes All-Weather Package (13), Eyesight System, Steering Responsive Fog Lights, Blind Spot Detection/Rear Cross Traffic Alert System, Fog Lights, High Grade Instrument Cluster with Color LCD Display and Power Rear Gate with Automatic Close and Height Memory (N/A on Base, 2.5i Premium Manual, Limited, 2.0XT Premium or Touring); on 2.5i Premium Automatic	1,695	1,412
VISIT US AT UBS4CARS.COM.			
15	All-Weather Package + EyeSight + Blind Spot Detection/Rear Cross Traffic Alert + Power Rear Gate Includes All-Weather Package (13), EyeSight System, Steering Responsive Fog Lights, Audio System, SUBARU STARLINK 7.0" Multimedia Navigation System, Dual USB Ports, 3.5mm Auxiliary Input Jack, 6-Speakers, and Roof Mounted Audio/Satellite and Connected Services Antenna (N/A on Base, 2.5i Premium Manual, Limited, 2.0XT Premium or Touring); on 2.5i Premium Automatic	2,145	1,825

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2018 Subaru Forester (Continued)

FACTORY AND PORT INSTALLED OPTIONAL EQUIPMENT

MFG CODE		MFG RETAIL	UBS W/SALE
13	All-Weather Package Includes Dual Heated Power Outside Mirrors with Manual Fold, Heated Front Seats and Windshield Wiper De-Icer (N/A on 2.5i Base) (Standard on 2.5i Premium Manual, Limited and Touring); on 2.5i Premium Automatic	\$ 500	\$ 417
16	Black Edition Includes All Weather Package (13), Cargo Tray (MGD), X-Mode Drive System, Fog Lights, Automatic On/Off Headlamp Control, Steering Responsive Headlamps, Hill Decent Control, Leather-Wrapped Steering Wheel, Leather-Wrapped Shift Knob and Black Alloy Wheels (N/A on 2.5i Base, 2.5i Premium Manual, 2.5i Limited, 2.5i Touring or on 2.0XT); on 2.5i Premium Automatic	1,150	985
PGE	Bumper Cover, Rear (Port Installed) [Included with Popular Package 2 (FD4), Popular Package 2A (FD8), Protection Package 1 (FZ6), Protection Package 2 (FZ7) and, Protection Package 3 (FE3)]	98	63
OGA	Cargo Cover (Port Installed) [Included with Protection Package 1 (FZ6)] (N/A on 2.5i Limited, 2.5i Touring or 2.0XT Touring); on 2.5i Base, 2.5i Premium and 2.0XT Premium	172	111
OGB	Cargo Cover, Power (Port Installed) Included with Protection Package 2 (FZ7)] (N/A on 2.5i Base, 2.5i Premium Manual or 2.0XT Premium) (Standard on 2.5i Limited, 2.5i Touring and 2.0XT Touring); on 2.5i Premium Automatic	172	111
MGA	Cargo Net, Rear Seatback (Port Installed) [Included with Popular Package 2 (FD4) and Popular Package 2A (FD8)]	65	42
MGC	Cargo Net, Vertical Rear (Port Installed)	68	44
MGB	Cargo Nets, 2-Rear Side (Port Installed)	73	47
MGG	Cargo Partition (Port Installed)	370	277
MGD	Cargo Tray (Port Installed) [Included with Black Edition (16) and Protection Package 3 (FE3)] (Standard on 2.5i Limited, 2.5i Touring and 2.0XT Touring); on 2.5i Base, 2.5i Premium and 2.0XT Premium	80	52
---	Door Edge Guards (Port Installed)	148	96
JGA	Door Sill Plates, Front (Port Installed)	53	34
RGF	Engine Start, Remote Control (Port Installed) (N/A on 2.5i Base Manual or 2.5i Premium Manual); on 2.5i Base Automatic, 2.5i Premium Automatic, 2.5i Limited, 2.5i Touring, 2.0XT Limited and 2.0XT Touring	455	341
QGN	Exhaust Tip (Port Installed) (Standard on 2.5i Limited, 2.5i Touring, 2.0XT Touring and 2.0XT Premium); on 2.5i Base and 2.5i Premium	55	35
BGA	Floor Mats, All Weather (Port Installed) [Included with [Included with Protection Package 1 (FZ6), Protection Package 2 (FZ7) and Protection Package 3 (FE3)]	81	52
OGN/OFN	Fog Light Kit (Port Installed) (Standard on 2.5i Limited, 2.5i Touring and 2.0XT Touring); on 2.5i Base, 2.5i Premium and 2.0XT Premium	382	286
PGF	Grille, Sport (Port Installed)	505	378
NEC/NEB	Illumination Kit, Footwell, Red or Blue Interior Lighting	204	132
FD2	Kicker Audio Upgrade Package Includes Tweeter Kit (DCF) and Upgraded Speakers (DGA) (Port Installed) (N/A on Touring); on Base, Premium and Limited	355	220
OH1	Mirror, Automatic Day/Night Inside Rearview with Compass (Port Installed)	245	158
OH2	Mirror, Automatic Day/Night Inside Rearview with Compass and Homelink Garage Door Opener (Port Installed) [Included with Popular Package 2 (FD4) and Popular Package 2A (FD8)]	365	236
QGJ	Mirrors, Automatic Day/Night Outside Rearview with Approach Lights [Included with Popular Package 2A (FD8)]	230	149
OFL	Mirrors, Automatic Day/Night Outside Rearview with Approach Lights & Blind Spot Detection [Included with and Requires Popular Package 2 (FD4) on 2.5i Premium Automatic] (N/A on 2.5i Base, 2.5i Premium Manual or 2.0XT Premium); on 2.5i Limited, 2.5i Touring, 2.0XT Premium and 2.0XT Touring	273	177
FD6	Mirrors, Interior and Exterior with HomeLink and Approach Lights Includes Automatic Day/Night Inside Rearview with Compass and Homelink Garage Door Opener (OH2) and Automatic Day/Night Outside Rearview with Approach Lights & Blind Spot Detection (OFL) (Port Installed) (N/A on 2.5i Base, 2.5i Premium Manual or 2.0XT Premium); on 2.5i Premium Automatic, 2.5i Limited, 2.5i Touring and 2.0XT Touring	638	413
FD5	Mirrors, Interior and Exterior with HomeLink and Approach Lights Includes Automatic Day/Night Inside Rearview with Compass (OH1) and Automatic Day/Night Outside Rearview with Approach Lights & Blind Spot Detection (OFL) (Port Installed) (N/A on 2.5i Base or 2.5i Premium Manual or 2.0XT Premium); on 2.5i Premium Automatic, 2.5i Limited, 2.5i Touring and 2.0XT Touring	518	335

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2018 Subaru Forester (Continued)

FACTORY AND PORT INSTALLED OPTIONAL EQUIPMENT

MFG CODE		MFG RETAIL	UBS W/SALE
FE2	Mirrors, Interior and Exterior with HomeLink and Approach Lights Includes Automatic Day/Night Inside Rearview with Compass and Homelink Garage Door Opener (OH2) and Automatic Day/Night Outside Rearview with Approach Lights (OGJ) (Port Installed) (N/A on 2.5i Limited, 2.5i Touring or 2.0XT Touring); on 2.5i Base, 2.5i Premium and 2.0XT Premium	\$ 594	\$ 385
FD9	Mirrors, Interior and Exterior with HomeLink and Approach Lights Includes Automatic Day/Night Inside Rearview with Compass (OH1) and Automatic Day/Night Outside Rearview with Approach Lights (OGJ) (Port Installed) (N/A on 2.5i Limited, 2.5i Touring or 2.0XT Touring); on 2.5i Base, 2.5i Premium and 2.0XT Premium	474	307
---	Moldings, Bodyside (Port Installed)	267	173
QGM	Mud Guards (Port Installed) [Included with Protection Package 1 (FZ6), Protection Package 2 (FZ7) and, Protection Package 3 (FE3)].	170	110
22	Navigation System + Audio with Harmon Kardon Amplifier and Speakers Includes GPS Voice Activated Navigation System with Touch Screen, 8-Harmon Kardon Speakers, Harmon/Kardn 440 Watt Amplifier and SiriusXM NavTraffic and NavWeather (N/A on 2.5i Base, 2.5i Premium, 2.5i Touring or on 2.0XT); on 2.5i Limited	1,350	1,157
23	Navigation System + Audio with Harmon Kardon Amplifier and Speakers + EyeSight Includes Eyesight Driver Assist System, Adaptive Cruise Control, Pre-Collision Braking System, Steering Responsive Fog Lights, Lane Departure Warning System, Sway Warning System, GPS Voice Activated Navigation System with Touch Screen, 8-Harmon Kardon Speakers, Harmon/Kardon 440 Watt Amplifier and SiriusXM NavTraffic and NavWeather (N/A on 2.5i Base, 2.5i Premium, 2.5i Touring or on 2.0XT); on 2.5i Limited	2,945	2,498
SBM	Paint Sepia Bronze Metallic (N/A on 2.5i); on 2.0XT	N/C	N/C
	Paint, Crystal Black Silica (CBS), Crystal White Pearl (WHC) Dark Gray Metallic (DGM), Ice Silver Metallic (ISM), Quartz Blue Pearl (QBP) or Venetian Red Pearl (VRP)	N/C	N/C
JGM	Paint, Jasmine Green Metallic (N/A on 2.0XT); on 2.5i	N/C	N/C
FD4	Popular Package 2 Includes Blind Spot Detection with Rear Cross Traffic Alert, Rear Bumper Cover (PGE), Seatback Cargo Net (MGA), Automatic Day/Night Inside Rearview Mirror with Compass and HomeLink Garage Door Opener (OH2) and Automatic Day/Night Outside Mirrors Approach Lights and Blind Spot Detection (OFL) (Port Installed) (N/A on 2.5i Base, 2.5i Premium Manual or 2.0XT Premium); on 2.5i Premium Automatic, 2.5i Limited, 2.5i Touring and 2.0XT Touring	801	518
FD8	Popular Package 2A Includes Rear Bumper Cover (PGE), Seatback Cargo Net (MGA), Automatic Day/Night Inside Rearview Mirror with Compass and HomeLink Garage Door Opener (OH2) and Automatic Day/Night Outside Mirrors with Approach Lights (QGJ) (Port Installed) (N/A on 2.5i Limited, 2.5i Touring or 2.0XT Touring); on 2.5i Base, 2.5i Premium and 2.0XT Premium	757	490
FZ6	Protection Package 1 Includes Rear Bumper Cover (PGE), Cargo Cover (OGA), All-Weather Front and Rear Floor Mats (BGA), Mud Guards (QGM) and Rear Seatback Protector (04Q) (Port Installed) (N/A on 2.5i Limited, 2.5i Touring or 2.0XT Touring); on 2.5i Base, 2.5i Premium and 2.0XT Premium	614	396
FZ7	Protection Package 2 Includes Rear Bumper Cover (PGE), Power Rear Cargo Cover (OGB), All-Weather Front and Rear Floor Mats (BGA), Mud Guards (QGM) and Rear Seatback Protector (04Q) (Port Installed) (N/A on 2.5i Base, 2.5i Premium Manual, 2.5i Limited, 2.5i Touring, 2.0XT Premium or 2.0XT Touring); on 2.5i Premium Automatic	614	396
FE3	Protection Package 3 Includes Rear Bumper Cover (PGE), Cargo Tray (MGD), All-Weather Front and Rear Floor Mats (BGA), Aero Roof Rail Crossbars (UGA), Rear Seatback Protector (04Q) and Mud Guards (QGM) (Port Installed) (N/A on 2.5i Base Manual, 2.5i Limited, 2.5i Touring or 2.0XT Touring); on 2.5i Base Automatic, 2.5i Premium and 2.0XT Premium	704	454
DGA	Radio Equipment, Speakers (Port Installed) [Included with Kicker Audio Upgrade Package (FD2)] (N/A on 2.5i Touring or 2.0XT Touring); on 2.5i Base, 2.5i Premium, 2.5i Limited and 2.0XT Premium	305	198
DCF	Radio Equipment, Tweeter Kit (Port Installed) [Included with Kicker Audio Upgrade Package (FD2)] (N/A on 2.5i Touring or 2.0XT Touring); on 2.5i Base, 2.5i Premium, 2.5i Limited and 2.0XT Premium	150	97
UGB	Roof Rail Cross Bars, Fixed Rear (Port Installed); on 2.5i Base	399	300
UGA	Roof Rail Crossbars, Aero (Port Installed) [Included with Protection Package 3 (FE3)] [Requires Alloy Wheel Package (02)].	181	117

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2018 Subaru Forester (Continued)

FACTORY AND PORT INSTALLED OPTIONAL EQUIPMENT

MFG CODE		MFG RETAIL	UBS W'SALE
04Q	Seatback Protector, Rear (Port Installed) [Included with Protection Package 1 (FZ6), Protection Package 2 (FZ7) and Protection Package 3 (FE3)]	\$ 93	\$ 60
OA1	Shift Knob, STI Leather-Wrapped (Port Installed) (N/A on 2.5i Base Manual or 2.5i Premium Manual); on 2.5i Base Automatic, 2.5i Premium Automatic, 2.5i Limited, 2.5i Touring, 2.0XT Premium and 2.0XT Touring	195	126
KGC	Sunshade (Port Installed)	76	49
0H0/0GZ	Trailer Hitch (Port Installed); on 2.5i	619	464
	On 2.0XT	633	474
MSV/H8B	Wheel Locks (Port Installed)	81	52

Understanding the difference

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What to do

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2018 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
IMPREZA SEDAN			
JJA	Impreza Base AWD 4-Door Sedan Manual	\$ 19,355	\$ 18,679
JB	Impreza Base AWD 4-Door Sedan Automatic	20,355	19,596
JJD	Impreza Premium AWD 4-Door Sedan Automatic	22,155	21,260
JJE	Impreza Sport AWD 4-Door Sedan Manual	22,955	22,002
JJF	Impreza Sport AWD 4-Door Sedan Automatic	23,755	22,735
JJG	Impreza Limited AWD 4-Door Sedan Automatic	25,055	23,941

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IMPREZA WAGON			
JLA	Impreza Base AWD 5-Door Wagon Manual	19,855	19,143
JLB	Impreza Base AWD 5-Door Wagon Automatic	20,855	20,060
JLD	Impreza Premium AWD 5-Door Wagon Automatic	22,655	21,725
JLE	Impreza Sport AWD 5-Door Wagon Manual	23,455	22,451
JLF	Impreza Sport AWD 5-Door Wagon Automatic	24,255	23,185
JLG	Impreza Limited AWD 5-Door Wagon Automatic	25,555	24,407

FACTORY AND PORT INSTALLED OPTIONAL EQUIPMENT

MFG CODE		MFG RETAIL	UBS W'SALE
ODL/ODA	Bumper Applique, Rear [Included with Popular Package 1 (IB1) and Popular Package 2 (IB2)]	\$ 102	\$ 66
ODV	Cargo Cover (Port Installed) (N/A on Sedans) (Standard on Premium Wagon, Sport Wagon and Limited Wagon); on Base Wagon	181	117
ODW	Cargo Net (Port Installed) (N/A on Sedans); on Wagons	72	46
ODZ	Cargo Tray (Port Installed) [Included with Popular Package 1 (IB1) and Popular Package 2 (IB2)]	81	52
OKD	Crossbar Set, Fixed (Port Installed)	200	130
---	Door Edge Guards (Port Installed)	148	96

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2018 Subaru Impreza (Continued)

FACTORY AND PORT INSTALLED OPTIONAL EQUIPMENT

MFG CODE		MFG RETAIL	UBS W'SALE
092	Engine Start, Push Button (Port Installed) (N/A on Base, Premium or Sport Manual); on Sport Automatic and Limited	\$ 427	\$ 320
093	Engine Start, Remote Control (N/A on Base Manual) (Standard on Sport and Limited); on Base Automatic and Premium	461	345
LZS	Exterior & Interior Auto Dimming Mirrors Package Includes Approach Lights, Automatic Day/Night Outside Mirrors and Automatic Day/Night Inside Rearview Mirror with Compass (0H1) (Port Installed)	477	308
LZT	Exterior & Interior Auto Dimming Mirrors Package Includes Approach Lights, Automatic Day/Night Outside Mirrors and Automatic Day/Night Inside Rearview Mirror with Compass and HomeLink Garage Door Opener (0H2) (Port Installed)	597	386
13	Eyesight + Blind Spot Detection & Rear Cross Traffic Alert + Steering Responsive Fog Lights; on Premium	1,395	1,238
15	Eyesight + Blind Spot Detection & Rear Cross Traffic Alert + Steering Responsive Fog Lights + Moonroof Package; on Premium	2,395	2,127
23	EyeSight + Moonroof + Blind Spot Detection & Rear Cross Traffic Alert + Harman Kardon Amplifier & Speakers Package; on Sport Automatic	2,945	2,615
33	Eyesight + Moonroof + Blind Spot Detection & Rear Cross Traffic Alert Package; on Limited	2,495	2,215
35	Eyesight + Moonroof + Blind Spot Detection & Rear Cross Traffic Alert + Navigation System + Harman Kardon Amplifier & Speakers Package; on Limited	3,845	3,414
0DU	Floor Mats, All-Weather Front and Rear (Port Installed) [Included with Popular Package 1 (IZ2) and Popular Package 2 (IB2)]	81	52
0E7	Fog Light Kit (Port Installed) (N/A on Sport or Limited); on Base and Premium	446	334
0DT	Grille, Sport Mesh (Port Installed)	365	237
0E8	Illumination Kit, Footwell (Port Installed)	204	132
0KN	Lights, LED Map & Dome (Port Installed)	99	64
0H1	Mirror, Automatic Day/Night Inside Rearview with Compass (Port Installed) [Included with Exterior & Interior Auto Dimming Mirrors Package (LZS)]	245	158
0H2	Mirror, Automatic Day/Night Inside Rearview with Compass and HomeLink Garage Door Opener (Port Installed) [Included with Popular Package 1 (IB1), Popular Package 2 (IB2) and Exterior & Interior Auto Dimming Mirrors Package (LZT)]	365	236
09U	Mirrors, Automatic Day/Outside Rearview Includes Approach Lights [Included with Popular Package 1 (IB1), Popular Package 2 (IB2), Exterior & Interior Auto Dimming Mirrors Package (LZS) and Exterior & Interior Auto Dimming Mirrors Package (LZT)] [Requires Automatic Day/Night Inside Rearview Mirror with Compass (0H1) or Automatic Day/Night Inside Rearview Mirror with Compass and HomeLink Garage Door Opener (0H2)]	232	150
---	Moldings, Bodyside (Port Installed)	290	188
22	Moonroof + Blind Spot Detection & Rear Cross Traffic Alert + Harman Kardon Amplifier & Speakers Package; on Sport	2,150	1,909
12	Moonroof, Power Glass [Included with Eyesight + Blind Spot Detection & Rear Cross Traffic Alert + Steering Responsive Fog Lights + Moonroof Package (15)] (N/A on Base, Sport or Limited); on Premium	1,000	888
12	Moonroof, Power Glass; on Premium	1,000	888
1Y	Paint, Crimson Red Pearl (N/A on Sport); on Base, Premium and Limited	N/C	N/C
---	Paint, Crystal Black Silica (4S), Crystal White Pearl (1X), Ice Silver Metallic (1U), Island Blue Pearl (AC), Lapis Blue Pearl (3X) or Magnetic Gray Metallic (8Y)	N/C	N/C
AA	Paint, Lithium Red Pearl (N/A on Base, Premium or Limited); on Sport	N/C	N/C
IB1	Popular Package 1 Includes Rear Bumper Applique (0DL/0DM), Cargo Tray (0DY/0DZ), All-Weather Front and Rear Floor Mats (0DU), Automatic Day/Night Inside Rearview Mirror with Compass and HomeLink Garage Door Opener (0H2) and Automatic Day/Night Outside Mirrors (09U) (Port Installed); on Sedans	861	556
IB2	Popular Package 2 Includes Rear Bumper Applique (0DL/0DM), Cargo Tray (0DY/0DZ), All-Weather Front and Rear Floor Mats (0DU), Automatic Day/Night Inside Rearview Mirror with Compass and HomeLink Garage Door Opener (0H2), Automatic Day/Night Outside Mirrors (09U) and Rear Seatback Protector (09Q) (Port Installed); on Wagons	960	620
IZ6	Popular Package 5 Includes Cargo Net (0DW) and Cargo Tie-Down Hooks (Port Installed); on Sedans	138	88
09I	Radio, Rockford Fosgate (Port Installed) (N/A on Base); on Premium, Sport and Limited	499	374

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2018 Subaru Impreza (Continued)

FACTORY AND PORT INSTALLED OPTIONAL EQUIPMENT

MFG CODE		MFG RETAIL	UBS W'SALE
MCF	Seatback Protector, Rear (Port Installed) [Included with Popular Package 2 (IB2)] (N/A on Sedans); on Wagons	\$ 99	\$ 64
0IK	Shift Knob, Leather-Wrapped & Silver (Port Installed) (N/A on Base Manual, Sport or Limited); on Base Automatic and Premium	124	80
0IG	Shifter, STI Short Throw (Port Installed) (N/A on Base Automatic, Premium, Sport Automatic or Limited) (Standard on Sport Manual); on Base Manual	412	318
0E5	Side Sill Plates (Port Installed)	161	104
---	Splash Guards (Port Installed) (N/A on Base Wagon); on Base Sedan, Premium, Sport and Limited	167	108
---	Spoiler, Trunk (Port Installed) (N/A on Wagons) (Standard on Sport Sedan); on Base Sedan, Premium Sedan and Limited Sedan.	365	237
080	Sunshade (Port Installed)	76	49
H8B	Wheel Locks (Port Installed)	81	52

Understanding the difference

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What to do

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2018 Subaru Legacy

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)
JAB	Legacy 2.5i Base AWD 4-Door Sedan Automatic	\$ 23,055	\$ 22,438
JAD	Legacy 2.5i Premium AWD 4-Door Sedan Automatic	25,155	24,405
JAE	Legacy 2.5i Sport AWD 4-Door Sedan Automatic	27,205	26,294

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JAF	Legacy 2.5i Limited AWD 4-Door Sedan Automatic	29,955	28,776
JAK	Legacy 3.6R Limited AWD 4-Door Sedan Automatic	32,805	31,356

FACTORY AND PORT INSTALLED OPTIONAL EQUIPMENT

MFG CODE		MFG RETAIL	UBS W'SALE
02/62	Alloy Wheel Package Includes 17" Alloy Wheels (N/A on Premium, Sport or Limited); on Base	\$ 350	\$ 292
05P	Bumper Applique, Rear (Port Installed)	102	66
069	Cargo Nets, 2-Side (Port Installed)	90	58
LZC	Cargo Package Includes 2-Cargo Trunk Hooks and Trunk Cargo Net (Port Installed)	150	96
06B	Cargo Tray (Port Installed)	81	52
---	Door Edge Guards (Port Installed)	162	105

REMEMBER TO ASK ABOUT INCENTIVES.

0FD	Engine Start, Push Button (Port Installed); on Sport and Limited	455	341
06Y	Engine Start, Remote Key Start (Port Installed); on Base and Premium	470	352
15/75	EyeSight + Blind Spot Detection/Rear Cross Traffic Alert + High Beam Assist + Moonroof + Navigation System Package (N/A on Base, Sport or Limited); on Premium	3,140	2,618
14/74	EyeSight + Blind Spot Detection/Rear Cross Traffic Alert and High Beam Assist (N/A on Base, Sport or Limited); on Premium	1,545	1,288
24	EyeSight + High Beam Assist + Navigation System + Reverse Automatic Braking + LED Headlights + Steering Responsive Headlights (N/A on Base, Premium, Sport or 3.6R Limited); on 2.5i Limited	2,095	1,747
23	EyeSight + High Beam Assist + Navigation System and Reverse Automatic Braking (N/A on Base, Premium, Sport or 2.5i Limited); on 3.6R Limited	1,595	1,331
17	EyeSight + Navigation System + Blind Spot Detection/Rear Cross Traffic Alert Package + High Beam Assist and Reverse Auto Brake (N/A on Base, Premium or Limited); on Sport	2,095	1,747

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2018 Subaru Legacy (Continued)

FACTORY AND PORT INSTALLED OPTIONAL EQUIPMENT

MFG CODE		MFG RETAIL	UBS W/SALE
063	Floor Mats, All-Weather Front and Rear (Port Installed)	\$ 101	\$ 65
086	Illumination Kit, Footwell (Port Installed)	210	136
0H2	Mirrors, Automatic Day/Night Inside Rearview with Compass & HomeLink Garage Door Opener (Port Installed); on Base and Premium	365	236
0H1	Mirrors, Automatic Day/Night Inside Rearview with Compass (Port Installed); on Base and Premium	245	158
09U	Mirrors, Automatic Day/Night Outside with Approach Lighting (Port Installed); on Base and Premium	241	156
LZS	Mirrors, Exterior and Interior Automatic Dimming HomeLink Includes Exterior Mirror Hardware Kit, Automatic Day/Night Inside Rearview Mirror with Compass & HomeLink Garage Door Opener (0H2), Bulk Mirrors and Automatic Day/Night Outside Mirrors with Approach Lights (09U) (Port Installed); on Base and Premium	486	314
LZT	Mirrors, Exterior and Interior Automatic Dimming Includes Exterior Mirror Hardware Kit, Automatic Day/Night Inside Rearview Mirror with Compass (0H1), Bulk Mirrors and Automatic Day/Night Outside Mirrors with Approach Lights (09U) (Port Installed); on Base and Premium	606	392
---	Moldings, Bodyside (Port Installed)	290	188
12/72	Moonroof Package (N/A on Base, Sport or Limited); on Premium	1,195	995
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---	Paint, Crimson Red (CR), Crystal Black Silica (CB), Crystal White Pearl (WH), Dark Blue Pearl (DB), Ice Silver Metallic (IS) or Magnetic Gray Metallic (MG)	N/C	N/C
---	Paint, Tungsten Metallic (TGM) or Twilight Blue Metallic (TBM) (N/A on Sport); on Base, Premium and Limited	N/C	N/C
LZQ	Popular Package 1 Includes Rear Bumper Applique (05P), Cargo Tray (06B), LED Reading Lights (0KN), Automatic Day/Night Inside Rearview Mirror with Compass & HomeLink Garage Door Opener (0H2), Bulk Mirrors and Automatic Day/Night Outside Mirrors with Approach Lights (09U) (Port Installed); on Base and Premium	888	574
LZU/LZV	Popular Package 2A/2B Includes Rear Bumper Applique (05P), Cargo Tray (06B), All-Weather Front and Rear Floor Mats (063), LED Reading Lights (0KN), Automatic Day/Night Outside Mirrors with Approach Lights (09U) and Splash Guards (0FH); (Port Installed); on Premium, Sport and Limited	788	509
074	Radio Equipment, Tweeter Kit (Port Installed); on Base	141	91
0KN	Reading Lights, LED (Port Installed)	99	64
05W/0FH	Splash Guards (Port Installed)	164	106
---	Spoiler, Trunk (Port Installed) (Standard on Sport); on Base, Premium and Limited	365	237
06J	Sun Shade (Port Installed)	76	49
H8B	Wheel Locks (Port Installed)	81	52

Understanding the difference

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2018 Subaru Outback

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)
JDB	Outback 2.5i Base AWD 4-Door Wagon Automatic	\$ 26,810	\$ 25,874
JDD	Outback 2.5i Premium AWD 4-Door Wagon Automatic	28,910	27,865
JDF	Outback 2.5i Limited AWD 4-Door Wagon Automatic	33,610	32,137
JDG	Outback 2.5i Touring AWD 4-Door Wagon Automatic	37,405	35,625
JDK	Outback 3.6R Limited AWD 4-Door Wagon Automatic	36,310	34,578
JDL	Outback 3.6R Touring AWD 4-Door Wagon Automatic	39,605	37,603

FACTORY AND PORT INSTALLED OPTIONAL EQUIPMENT

MFG CODE		MFG RETAIL	UBS W'SALE
053	Bumper Cover, Rear (Port Installed) (N/A on Touring); on Base, Premium and Limited	\$ 107	\$ 69
055	Bumper Underguard, Front (Port Installed) (N/A on Limited or Touring); on Base and Premium	210	136
06K	Cargo Cover (Port Installed); on Base	199	129
066	Cargo Net, Rear (Port Installed)	81	52
067	Cargo Net, Rear Seatback (Port Installed)	81	52
06D	Compartment Separator (Port Installed)	417	312
0B8	Crossbars, Roof Rail; on Touring	460	326
---	Door Edge Guards (Port Installed)	162	105
0FD	Engine Start, Push Button (Port Installed); on Limited and Touring	455	341
06Y	Engine Start, Remote Key Start (Port Installed); on Base and Premium	470	352
15	EyeSight + Blind Spot Detection & Rear Cross Traffic Alert + Power Rear Gate + High Beam Assist + Moonroof + Navigation System Package (N/A on Base, Limited or Touring); on Premium	3,590	2,993
14	EyeSight + Blind Spot Detection & Rear Cross Traffic Alert + Power Rear Gate + High Beam Assist Package (N/A on Base, Limited or Touring); on Premium	1,995	1,663
23	EyeSight + Navigation System + High Beam Assist + Reverse Auto Brake (N/A on Base, Premium or Touring); on Limited	1,585	1,323
24	EyeSight + Navigation System + High Beam Assist + Reverse Auto Brake + LED Headlight + Steering Responsive Headlights Package (N/A on Base, Premium or Touring); on Limited	2,085	1,738
063	Floor Mats, All-Weather Front and Rear (Port Installed)	101	65
06T	Fog Light Kit (Port Installed); on Base	330	214
086	Illumination Kit, Footwell (Port Installed)	210	136
0KN	Lights, LED Reading (Port Installed)	99	64
0H2	Mirror, Automatic Day/Night Inside Rearview with Compass & Homelink Garage Door Opener (Port Installed); on Base and Premium	365	236
0H1	Mirror, Automatic Day/Night Inside Rearview with Compass (Port Installed); on Base and Premium	245	158

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2018 Subaru Outback Wagon (Continued)

FACTORY AND PORT INSTALLED OPTIONAL EQUIPMENT

MFG CODE		MFG RETAIL	UBS W'SALE
09U	Mirrors, Automatic Day/Night Outside (Port Installed)	\$ 241	\$ 156
01R	Mirrors, Interior & Exterior Auto Dimming HomeLink Includes Automatic Day/Night Inside Rearview Mirror with Compass & HomeLink Garage Door Opener (0H2) and Automatic Day/Night Outside Mirrors (09U) (N/A on Limited or Touring); on Base and Premium . . .	606	392
01Q	Mirrors, Interior & Exterior Auto Dimming Includes Automatic Day/Night Inside Rearview Mirror with Compass (0H1) and Automatic Day/Night Outside Mirrors (09U) (N/A on Limited or Touring); on Base and Premium	486	314
0--	Moldings, Bodyside (Port Installed)	290	188
062	Moldings, Wheel Arch (Port Installed)	458	343
12	Moon Roof + Power Rear Gate Package (N/A on Base, Limited or Touring); on Premium .	1,695	1,413
---	Paint, Crimson Red Pearl (CR-), Ice Silver Metallic (IS-), Magnetic Gray Metallic (MG-), Tungsten Metallic (TG-) or Twilight Blue Metallic (TB-) (N/A on Touring); on Base, Premium and Limited	N/C	N/C
---	Paint, Crystal Black Silica (CB-), Crystal White Pearl (WH-), Dark Blue Pearl (DB-) or Wilderness Green Metallic (WG-)	N/C	N/C
01J	Popular Package 1 Includes Rear Bumper Cover (OFP), All-Weather Front and Rear Floor Mats (063), LED Reading Lights (0KN), Automatic Day/Night Inside Rearview Mirror with Compass & HomeLink Garage Door Opener (0H2) and Automatic Day/Night Outside Mirrors (09U) (Port Installed) (N/A on Limited or Touring); on Base and Premium	913	590
01S	Popular Package 2 Includes Rear Bumper Cover (OFP), All-Weather Front and Rear Floor Mats (063), LED Reading Lights (0KN), Automatic Day/Night Outside Mirrors (09U), Rear Seatback Protector (06H) and Splash Guards (05X) (Port Installed) (N/A on Base or Touring); on Premium and Limited	805	519
01P	Protection Package 1 Includes Includes All-Weather Front and Rear Floor Mats (063), Wheel Arch Moldings (062), Rear Seatback Protector (06H) and Mud Guards (05X) (Port Installed) (N/A on Touring); on Base, Premium and Limited.	816	573
074	Radio Equipment, Tweeter Kit (Port Installed); on Base	141	91
06H	Seatback Protector, Rear (Port Installed)	93	60
05X	Splash Guards (Port Installed)	164	105
06J	Sun Shade (Port Installed)	76	49
OGR	Trailer Hitch (Port Installed)	547	410
H8B	Wheel Locks (Port Installed)	81	52

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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United Buying Service

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2018 Subaru WRX

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
WRX SEDAN			
JUN	WRX Base AWD 4-Door Sedan Manual	\$ 27,855	\$ 26,483
JUO	WRX Premium AWD 4-Door Sedan Manual	30,155	28,606
JUP	WRX Premium AWD 4-Door Sedan Automatic	31,355	29,707
JUQ	WRX Limited AWD 4-Door Sedan Manual	32,455	30,728
JUR	WRX Limited AWD 4-Door Sedan Automatic	33,655	31,829

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WRX STI SEDAN			
JUS	WRX STI Base AWD 4-Door Sedan Manual	36,955	35,143
JUV	WRX STI Limited AWD 4-Door Sedan Manual with Wing Spoiler.	41,755	39,607
JUW	WRX STI Limited AWD 4-Door Sedan Manual with Trunk Spoiler	41,755	39,607

FACTORY AND PORT INSTALLED OPTIONAL EQUIPMENT

MFG CODE		MFG RETAIL	UBS W'SALE
K8H	Armrest Extension, Off-Black Center (Port Installed)	\$ 159	\$ 103
PCS	Bumper Applique, Rear (Port Installed)	96	62
04B	Cargo Net (Port Installed)	81	52
MCD	Cargo Tray (Port Installed)	81	52
---	Door Edge Guards (Port Installed)	148	96
03R	Engine Start, Remote Control; on WRX Limited Automatic	539	404
03P/030	Exhaust System, STI Performance.	1,169	876
08Z/0IQ	Exterior Trim, Vortex Generator (Port Installed); on Base and Premium	107	69
23	EyeSight + Navigation System+ Audio with Harman/Kardon Amplifier & Speakers + Blind Spot Detection/Rear Cross Traffic Alert Package (N/A on WRX Base, WRX Premium, WRX Limited Manual or WRX STI Models); on WRX Limited Automatic	3,300	2,928

DO YOU HAVE A UBS PURCHASE CERTIFICATE?

BCA	Floor Mats, All-Weather Front and Rear (Port Installed)	81	52
NE -	Illumination Kit, Footwell Red (NEC) or Blue (NEB) (Port Installed)	204	132

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2018 Subaru WRX Sedan (Continued)

FACTORY AND PORT INSTALLED OPTIONAL EQUIPMENT

MFG CODE		MFG RETAIL	UBS W/SALE
09V	Mirror, Automatic Day/Night Inside Rearview with Compass (Port Installed)	231	151
09W	Mirror, Automatic Day/Night Inside Rearview with Compass and Homelink Garage Door Opener (Port Installed)	344	223
---	Moldings, Bodyside (Port Installed)	267	173
---	Mud Guards, Rear Aero (Port Installed)	199	129
22	Navigation System + Audio with Harman/Kardon Amplifier & Speakers + Blind Spot Detection/ Rear Cross Traffic Alert Package(N/A on WRX Base, WRX Premium, WRX Limited Automatic or WRX STI Models); on WRX Limited Manual	2,100	1,863
---	Paint, Crystal Black Silica (CBS), Crystal White Pearl (WHC), Dark Gray Metallic (DGM), Ice Silver Metallic (ISM), Lapis Blue Pearl (LBP), Pure Red (PRD) or WR Blue Pearl (BLU)	N/C	N/C
12	Performance Package Includes Red Brake Calipers, Power Glass Moonroof Delete and Recaro Performance Bucket Seats (N/A on WRX Base, WRX Premium Automatic, WRX Limited or WRX STI Models); on WRX Premium Manual	2,050	1,819
WMA	Popular Package 1 Includes Off Black Center Armrest Extension (K8H), Rear Bumper Applique (PCS), Cargo Try (MCD), Automatic Day/Night Inside Rearview Mirror with Compas and Homelink Garage Door Opener (09W) and Alloy Wheel Locks (H8B) (Port Installed)	761	492
REMEMBER TO ASK ABOUT INCENTIVES.			
WMC	Popular Package 3 Includes Off Black Center Armrest Extension (K8H), Rear Bumper Applique (PCS), Cargo Try (MCD), Automatic Day/Night Inside Rearview Mirror with Compas and Homelink Garage Door Opener (09W), STI Carbon Fiber Trunk Trim (040) and Alloy Wheel Locks (H8B) (Port Installed)	988	639
DCF	Radio Equipment, Tweeter Kit (Port Installed) (N/A on WRX STI Limited); on WRX Base, WRX Premium, WRX Limited and WRX STI Base	150	97
DCG	Radio Equipment, Upgraded Speakers (Port Installed) (N/A on WRX STI Limited); on WRX Base, WRX Premium, WRX Limited and WRX STI Base	324	210
03	Recaro Front Seats + Keyless Access with Push-Button Start Package (N/A on WRX Base, WRX Premium, WRX Limited or WRX STI Limited Models); on WRX STI Base	2,500	2,218
J8A	Shift Knob, STI Aluminum & Leather-Wrapped (Port Installed) (N/A on Automatic); on Manual	184	119
IZF	Short Throw Shifter Package Includes STI Aluminum & Leather-Wrapped Shift Knob (J8A) and STI Short Throw Shifter (041/T8G) (Port Installed) (N/A on WRX Premium Automatic or WRX Limited Automatic); on WRX Base, WRX Premium Manual and WRX Limited Manual	606	435
	on WRX STI Models	667	480
03S	Side Sill Plates (Port Installed)	161	104
IZG/IZS	Sport Package Includes STI Performance Exhaust System (03P), STI Aluminum & Leather-Wrapped Shift Knob (J8A) and STI Short Throw Shifter (041) (N/A on WRX Premium Automatic, WRX Limited Automatic or WRX STI Models); on WRX Base	2,899	2,170
	On WRX Premium Manual and WRX Limited Manual	2,999	2,250
041/T8G	STI Short Throw Shifter (Port Installed); on WRX Base Manual, WRX Premium Manual and WRX Limited Manual	422	316
	On WRX STI Base and WRX STI Limited	483	361
080	Sunshade (Port Installed)	76	49
040	Trunk Trim, Carbon Fiber (Port Installed)	227	147
H8B	Wheel Locks (Port Installed)	81	52

Understanding the difference

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2018 TOYOTA

How to use the United Buying Service Price Book:

1. Offer the member or employee access to the **2017 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 2017 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.

2018 Toyota 4Runner

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)
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4-RUNNER 2WD

8642	4Runner SR5 Base 2WD 4-Door Sport Utility Vehicle	\$ 35,405	\$ 33,782
8646	4Runner SR5 Premium 2WD 4-Door Sport Utility Vehicle (Limited Availability)	37,235	35,517
8648	4Runner Limited 2WD 4-Door Sport Utility Vehicle (Limited Availability)	43,720	41,615

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4-RUNNER 4WD

8664	4Runner SR5 Base 4WD 4-Door Sport Utility Vehicle	37,280	35,559
8666	4Runner SR5 Premium 4WD 4-Door Sport Utility Vehicle	39,110	37,294
8668	4Runner Limited 4WD 4-Door Sport Utility Vehicle	45,755	43,505
8670	4Runner TRD Off-Road Base 4WD 4-Door Sport Utility Vehicle	38,530	36,744
8672	4Runner TRD Off-Road Premium 4WD 4-Door Sport Utility Vehicle	40,490	38,600

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)	155	95
CD	Cargo Deck, Sliding Includes Under Floor Storage Bin [N/A with Split Flat Fold Third Row Seat (TH/TI/TS)]	350	312
D2	Cargo Divider (Port Installed) [Requires Sliding Cargo Deck (CD)]	149	90
GN	Cargo Net (Port Installed) [Included with Preferred Accessory Package (Z1)]	49	35
9G	Cargo Organizer (Port Installed)	49	30
C7	Convenience Package Includes Stainless Steel Exhaust System (E5), Roof Rail Crossbars (3T) and Alloy Wheel Locks (WL) (Port Installed)	355	215
3T	Crossbars, Roof Rail (Port Installed) [Included with Convenience Package (C7) and Wilderness Package (81)]	185	110
D5	Door Edge Guards (Port Installed)	79	49
7R	Emergency Assistance Kit (Port Installed)	59	45
E5	Exhaust System, Stainless Steel (Port Installed) [Included with Convenience Package (C7)]	90	55
3Z	First Aid Kit (Port Installed)	30	20

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2018 Toyota 4Runner (Continued)

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

MFG CODE		MFG RETAIL	UBS W'SALE
C9	Floor Mat Package, Four Season Includes Cargo Mat, All-Weather Floor Mats and Carpeted Front and Rear Floor Mats (Port Installed) (N/A on TRD Off-Road); on SR5 and Limited	\$ 373	\$ 224
2T	Floor Mats, All-Weather Includes Cargo Tray (Port Installed)	249	145
CF	Floor Mats, Carpeted Front and Rear Includes Cargo Mat [Included with Preferred Accessory Package (Z1)] (N/A on TRD Off-Road); on SR5 and Limited	224	139
HP	Hood Protector (Port Installed)	165	110
QB/QC/ QD	Keep It Wild Savings; on SR5 Base and TRD Off-Road Base On SR5 Premium and TRD Off-Road Premium On Limited	- 500 - 750 - 1,000	- 435 - 435 - 653
MR	Moonroof, Power Glass (N/A on SR5 Base or TRD Off-Road Base) (Standard on Limited); On SR5 Premium and TRD Off-Road Premium	850	757
MF	Mud Guards, Front and Rear (Port Installed) (Standard on SR5 and 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) or Nautical Blue Metallic (8S6)	N/C	N/C
070	Paint, Blizzard Pearl (N/A on SR5 or TRD Off-Road); on Limited	395	352
040	Paint, Super White (N/A on Limited); on SR5 and TRD Off-Road	N/C	N/C
Z1	Preferred Accessory Package Includes Cargo Net (GN), Carpeted Front and Rear Floor Mats (CF) and Alloy Wheel Locks (WL) (Port Installed) (N/A on TRD Off-Road); on SR5 and Limited	353	224
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 (Standard on SR5 Premium and TRD Off-Road Premium) (N/A on Limited); on SR5 Base and TRD Off-Road Base	345	307
R6	Running Boards (Port Installed)	599	359
KG	Running Boards, Automatic (N/A on SR5 or TRD Off-Road); on Limited	1,500	1,336
KH	Running Boards, Rigid (N/A on Limited); on SR5 and TRD Off-Road	345	307
TH/TI/TS	Seat, Split Flat Fold Third Row Includes Sliding Center Row Seat with Walk-In Device [N/A with Cargo Deck (CD)] (N/A on TRD Off-Road); on SR5 Base On SR5 Premium On Limited	805 1,085 1,365	716 965 1,214
KD	Suspension, Kinetic Dynamic (N/A on SR5 or Limited); on TRD Off-Road	1,750	1,558
U7	Tablet Holder, Universal (Port Installed)	99	75
82	TRD Performance Package Includes TRD Aluminum Front Skid Plate and TRD Gray Alloy Wheels (Port Installed) (N/A on SR5 or Limited); on TRD Off-Road	1,250	969
R2	Tube Step, Predator (Port Installed)	649	479
WL	Wheel Locks, Alloy (Port Installed) [Included with Convenience Package (C7) and Preferred Accessory Package (Z1)]	80	50
81	Wilderness Package Includes All-Weather Floor Mats (2T) and Roof Rail Crossbars (3T) (Port Installed)	434	255

Understanding the difference

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What to do

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2018 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 V6 FWD 4-Door Sedan	\$ 34,395	\$ 32,130
3545	Avalon XLE Plus V6 FWD 4-Door Sedan	36,145	33,435
3546	Avalon XLE Premium V6 FWD 4-Door Sedan	37,595	35,098
3548	Avalon Touring V6 FWD 4-Door Sedan	38,795	36,210
3554	Avalon Limited V6 FWD 4-Door Sedan	42,195	39,358
3506	Avalon XLE Plus Hybrid FWD 4-Door Sedan	38,395	35,839
3508	Avalon XLE Premium Hybrid FWD 4-Door Sedan	39,845	37,183
3514	Avalon Limited Hybrid FWD 4-Door Sedan	43,695	40,720

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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 Kit (Port Installed)	\$ 29	\$ 19
EF	Bumper Applique, Rear (Port Installed) [Included with Preferred Accessory Package (Z6) and Protection Package (Q2)]	69	39
GN	Cargo Net (Port Installed) [Included with Preferred Accessory Package (Z6)]	49	35
9G	Cargo Organizer (Port Installed)	49	30
D5	Door Edge Guards (Port Installed)	125	75
G4	Door Sills, Illuminated (Port Installed) [Included with Protection Package (Q2)]	379	250
7R	Emergency Assistance Kit (Port Installed)	59	45
V4	Engine Start, Remote Control (Port Installed)	499	310
3Z	First Aid Kit (Port Installed)	30	20
2T	Floor Mats, All Weather Front and Rear Includes Cargo Tray (Port Installed)	248	144

HAVE YOU CALLED UBS?

CF	Floor Mats, Carpeted Front and Rear Includes Cargo Mat [Included with Preferred Accessory Package (Z6) (Port Installed)]	228	138
C8	Four Season Floor Mat Package Includes All-Weather and Premium Carpeted Front and Rear Floor Mats, and Cargo Mat (Port Installed) (N/A on Hybrid)	377	223

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2018 Toyota Avalon (Continued)

FACTORY AND PORT INSTALLED OPTIONAL EQUIPMENT (Continued)

MFG CODE		MFG RETAIL	UBS W'SALE
V2	Glass Breakage Sensor (Port Installed)	\$ 299	\$ 180
BM	Moldings, Bodyside (Port Installed) [Included with Protection Package (Q2)]	209	125
B4/B5	Moldings, Lower Door (Port Installed)	299	199
3P	Paint Protection Film (Port Installed)	395	219
070	Paint, Black, Blizzard Pearl	395	352
REMEMBER TO ASK ABOUT INCENTIVES.			
---	Paint, Celestial Silver Metallic (1J9), Cosmic Gray Mica (1H2), Crème Brulee Mica (5B2), Magnetic Gray Metallic (1G3), Midnight Black Metallic (218), Ooh La La Rouge Mica (3T0), Parisian Night Blue (8W6) or Sizzling Crimson Mica (3R0)	N/C	N/C
Z6	Preferred Accessory Package Includes Rear Bumper Applique (EF), Cargo Net (GN) and Carpeted Front and Rear Floor Mats (CF)	346	212
Q2	Protection Package Includes Rear Bumper Applique (EF), Illuminated Door Sills (G4) and Bodyside Moldings (BM) (Port Installed)	657	414
U7	Tablet Holder, Universal (Port Installed)	99	75
WL	Wheel Locks (Port Installed)	80	50
AW	Wheels, Alloy (N/A on XLE or Touring); on Limited	- 770	- 647

Understanding the difference

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What to do

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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.

Washington 301.657.1920

Baltimore 410.792.9070

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2018 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	\$ 24,895	\$ 23,618
2559	Camry LE Hybrid FWD 4-Door Sedan Automatic	28,695	27,302
2546	Camry SE Base FWD 4-Door Sedan Automatic	26,095	24,612
2561	Camry SE Hybrid FWD 4-Door Sedan Automatic	30,395	28,898
2540	Camry XLE Base FWD 4-Door Sedan Automatic	29,345	27,630
2554	Camry XLE V6 FWD 4-Door Sedan Automatic	35,295	33,157
2560	Camry XLE Hybrid FWD 4-Door Sedan Automatic	33,145	31,484
2548	Camry XSE Base FWD 4-Door Sedan Automatic	29,895	28,140
2550	Camry XSE V6 FWD 4-Door Sedan Automatic	35,845	33,668

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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) (N/A on LE, SE or XLE); on XSE . .	\$ 43	\$ 209
A6	Ashtray (Port Installed)	69	35
UP	Audio Package Includes Rear Air Conditioning Vents, Dual-Zone Automatic Air Conditioning, Safety Connect Communication System with 3-Years of Service, Qi Wireless Capability Electronic Device Charging, Gracenote Album Cover Art, SiriusXM Satellite Radio with 3-Months of All Access Service, Entune 3.0 Audio Plus Radio System with Connected Navigation and App Suite, AM/FM Stereo Radio with CD & MP3f & Connected Navigation Scout GPS Link App Smartphone Interface (N/A on XLE V6 or XSE V6); on LE Base	1,455	1,295
	On LE Hybrid and SE Hybrid	1,080	961
	On SE Base	1,255	1,117
	On XLE Base, XLE Hybrid and XSE Base	1,800	1,602
BD	Blind-Spot Monitor Includes Rear Cross-Traffic Alert (N/A on XLE or XSE); on LE and SE . .	600	534

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2018 Toyota Camry (Continued)

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 Protection Package (Q1), Protection Package (Q2), Accessory Appearance Package (S5) and Preferred Accessory Package (Z6)]	\$ 69	\$ 39
GE	Cargo Net, Hide Away (Port Installed) [Included with Preferred Accessory Package (Z4) and Preferred Accessory Package (Z6)]	49	35
9G	Cargo Organizer (Port Installed)	49	30
CP	Convenience Package Includes HomeLink Garage Door Opener and Automatic Day/Night Inside Rearview Mirror with Compass (N/A on XLE or XSE); on LE Base and SE Base also Includes Push Button Engine Start and Illuminated Keyless Remote Control Entry System with Smart Key	625	556
	On LE Hybrid and SE Hybrid	325	290
D5	Door Edge Guards (Port Installed) [Included with Protection Package (Q1)]	125	75
G0	Door Sill Protectors (Port Installed) [Included with Accessory Appearance Package (S5) and Protection Package (Q2)]	199	120
G4	Door Sills, Illuminated (Port Installed) (N/A on LE or SE); on XSE and XLE	285	199
DA	Driver Assist Package Includes Bird's Eye View Camera (N/A on LE or SE); on XLE Base and XSE Base also Includes Color Head-Up Instrument Display	1,675	1,491
	On XLE V6, XLE Hybrid and XSE V6	1,050	935
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)	373	223
2T	Floor Mats, All-Weather Front and Rear Includes Cargo Tray (Port Installed)	254	150
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)]	224	138
PR	Moonroof, Panoramic Power Glass (N/A on LE, SE or XLE Hybrid) (Standard on XLE V6 and XSE V6); on XLE Base and XSE Base	1,045	930
SR	Moonroof, Power Glass (N/A on XLE Base, XLE V6 or XSE); on LE, SE and XLE Hybrid	900	802
3P	Paint Protection Film (Port Installed)	395	219
---	Paint, Blue Crush Metallic (8W7), Brownstone (4X7), Celestial Silver Metallic (1J9), Galactic Aqua Mica (221), Midnight Black Metallic (218), Predawn Gray Mica (1H1), Super White (040) or Wind Chill Pearl (089)	N/C	N/C
8T7	Paint, Blue Streak Metallic (N/A on LE or XLE); on SE and XSE	N/C	N/C
3T3	Paint, Ruby Flare Pearl	395	352
---	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) (N/A on LE, SE or XLE); on XSE	500	446
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)]	303	193
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)]	417	262
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)]	418	256
74	Rocker Applique, Lower (Port Installed) [Included with Preferred Accessory Package (Z6) and Accessory Appearance Package (S5)]	75	50
RF	Spoiler, Rear (Port Installed) (Standard on SE and XSE); on LE and XLE	199	140
U7	Tablet Holder, Universal	99	75
WL	Wheel Locks, Alloy (Port Installed)	75	50

Understanding the difference

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2018 Toyota C-HR

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)
	C-HR		
2404	C-HR XLE Base FWD 4-Door Crossover Hatchback	\$ 23,495	\$ 22,161
2406	C-HR XLE Premium FWD 4-Door Crossover Hatchback	25,345	23,925

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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 Protector, Rear (Port Installed)	\$ 79	\$ 55
R5	Cargo Liner (Port Installed) [N/A with Carpet Mat Package (CF)]	119	79
C1	Cargo Mat, Carpeted (Port Installed) [Included with Carpet Mat Package (CF)]	65	45
CN	Cargo Net, Spider (Port Installed)	59	39
CF	Carpet Mat Package [N/A with Cargo Liner (R5)]	194	124
G0	Door Sill Enhancements (Port Installed)	199	140
7R	Emergency Assistance Kit (Port Installed)	59	45
3Z	First Aid Kit (Port Installed)	30	20
61	Floor Liners, All (Port Installed)	149	85
C4	Floor Mats, Carpeted (Port Installed) [Included with Carpet Mat Package (CF)]	129	79
LJ	Fog Lights (Port Installed) (Standard on Premium); Base	399	275
MF	Mud Guards, Rear (Port Installed)	129	85
25	Oil Cap, TRD Performance (Port Installed)	78	46

REMEMBER TO ASK ABOUT INCENTIVES.

3P	Paint Protection Film (Port Installed)	395	219
---	Paint, Black Sand Pearl (209), Blue Eclipse Metallic (8X2), Magnetic Gray Metallic (1G3) or Silver Knockout Metallic (1K0)	N/C	N/C
---	Paint, Ruby Red Flare (3T3) or Blizzard Pearl (070)	395	352
	Paint, Ruby Red Flare R Code (2NE), Radiant Green Mica R Code (2NJ) or Blue Eclipse Metallic R Code (2NG)	500	446
3T	Roof Rail Crossbars, Removable (Port Installed)	299	235
U7	Tablet Holder, Universal (Port Installed)	99	75
WL	Wheel Locks, Alloy (Port Installed)	75	50

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2018 Toyota Corolla

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
1832	Corolla L FWD 4-Door Sedan Automatic	\$ 19,445	\$ 18,480
1852	Corolla LE Base FWD 4-Door Sedan Automatic	19,880	18,523
1872	Corolla LE Eco FWD 4-Door Sedan Automatic	20,280	18,901
1863	Corolla SE FWD 4-Door Sedan Manual	22,610	21,105
1864	Corolla SE FWD 4-Door Sedan Automatic	21,390	19,952
1856	Corolla XLE FWD 4-Door Sedan Automatic	22,880	21,358
1866	Corolla XSE FWD 4-Door Sedan Automatic	23,625	22,065

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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
3F	Air Filter, TRD (Port Installed)	\$ 80	\$ 60
A6	Ashtray (Port Installed)	26	16
EF	Bumper Protector, Rear (Port Installed) [Included with Protection Package (Z5) and Protection Package (Q2)]	79	49
GN	Cargo Net (Port Installed) [Included with Protection Package (Z5)]	49	35
9G	Cargo Tote (Port Installed)	49	30
CF	Carpet Mat Package Includes Carpeted Front and Rear Floor Mats and Carpeted Cargo Mat (Port Installed) [Included with Protection Package (Z5)]	224	139
D5	Door Edge Guards (Port Installed)	125	75
DO YOU HAVE A UBS PURCHASE CERTIFICATE?			
GO	Door Sill Protectors (Port Installed) [Included with Protection Package (Q2)]	197	135
7R	Emergency Assistance Kit (Port Installed)	59	45
37	Exhaust System, TRD Performance (Port Installed)	649	525
3Z	First Aid Kit (Port Installed)	30	20
2T	Floor Liner Package, All-Weather Includes All-Weather Front and Rear Floor Liner and Cargo Tray (Port Installed)	239	135
C9	Floor Liner/Mat Package, Four Season Includes Carpeted Cargo Mat, All Weather Floor Liner and Carpeted Front and Rear Floor Mats (Port Installed)	373	224

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2018 Toyota Corolla (Continued)

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

MFG CODE		MFG RETAIL	UBS W'SALE
BM	Moldings, Bodyside (Port Installed) [Included with Protection Package 1 (Q2)]	\$ 209	\$ 125
MF	Mud Guards (Port Installed)	129	80
3P	Paint Protection Film (Port Installed)	395	219
	Paint, Barcelona Red (3R3) or Galactic Aqua Mica (221) (N/A on L or LE Eco); on LE Base, SE, XLE and XSE	N/C	N/C
VISIT US AT UBS4CARS.COM.			
1F7	Paint, Black Sand Pearl (209), Classic Silver Metallic (1F7), Slate Metallic (1F9) or Super White (040) (N/A on LE Eco); on L, LE Base, SE, XLE and XSE	N/C	N/C
070	Paint, Blizzard Pearl (N/A on L); on LE, SE, XLE and XSE	395	352
8W7	Paint, Blue Crush Metallic (N/A on L, LE, XLE or XSE); on SE	N/C	N/C
8W7	Paint, Blue Crush Metallic; on SE	N/C	N/C
1G2	Paint, Falcon Gray Metallic (N/A on L); on LE, SE, XLE and XSE	N/C	N/C
---	Premium Package Includes Entune Audio Plus Radio System with Connected Navigation App, Entune Multimedia Bundle Infotainment System with 6-Speakers, Auxiliary Input, Bluetooth Streaming Audio, USB 2.0 Port with iPod Connectivity, AM/FM Stereo Radio with CD, High Resolution Touch Screen with Split Screen Display and Advanced Voice Recognition, Gracenote Album Cover Art, SiriusXM Satellite Radio with 3-Months of Service, HD Radio with AM/FM Cache, HD Predictive Traffic & Doppler Weather Overlay, Entune App Suite Smartphone Interface & Siri Eyes Free Smartphone Interface (N/A on L, SE Manual, XLE or XSE); on LE Base also Includes Bumper-Integrated LED Daytime Running Lights and 15-Spoke Machined Alloy Wheels	1,215	1,080
	on LE Base also Includes Power Glass Sunroof, Bumper-Integrated LED Daytime Running Lights and 15-Spoke Machined Alloy Wheels.	1,665	1,481
	On LE Eco also Includes Normal and ECO Drive Modes, Power Glass Sunroof, Machined Alloy Wheels and Lower Chrome Window Trim	1,965	1,803
	On SE Automatic Also Includes Keyless Remote Control Entry System with Smart Key and Power Glass Sunroof	1,535	1,366
Z5	Protection Package Includes Rear Bumper Protector (EF), Cargo Net (GN) and Carpet Mat Package (CF) (Port Installed)	352	220
Q2	Protection Package, Body Includes Rear Bumper Protector (EF), Door Sill Protectors (GO) and Bodyside Moldings (BM) (Port Installed)	487	309
EE	Radio, Entune Premium Audio with Navigation & App Suite (N/A on L, LE or SE); on XLE and XSE	525	360
HR	Sway Bar Kit, TRD (Port Installed); on SE	300	225
U7	Tablet Holder, Universal (Port Installed)	99	75
WL	Wheel Locks, Alloy (Port Installed)	67	40

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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2018 Toyota Corolla iM

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MFG CODE	MODELS	MFG RETAIL	UBS W'SALE (Includes Freight)
6273	Corolla iM FWD 4-Door Hatchback Manual	\$ 19,745	\$ 18,405
6272	Corolla iM FWD 4-Door Hatchback Automatic	20,485	19,104

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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/Coin Holder (Port Installed)	29	19
EF	Bumper Protector, Rear (Port Installed) [Included with Preferred Accessory Package (Z1)]	89	65
GN	Cargo Net (Port Installed)	49	35
7R	Emergency Assistance Kit (Port Installed)	59	45
3Z	First Aid Kit (Port Installed)	30	20
2Q	Floor Mat Package, All-Weather Includes Cargo Tray and All-Weather Floor Mats (Port Installed)	160	110
CF	Floor Mat Package, Carpeted Includes Carpeted Cargo Mat and Carpeted Front and Rear Floor Mats (Port Installed) [Included with Protection Package (Z1)]	185	125
74	Graphics, Lower Body Applique (Port Installed)	185	129
43	Light Kit, Interior (Port Installed) [N/A with Radio Equipment (P3)]	450	335

HAVE YOU CALLED UBS?

BM	Moldings, Bodyside (Port Installed)	239	155
3P	Paint Protection Film (Port Installed)	395	219
---	Paint, Barcelona Red Metallic (3R3), Black Sand Pearl (209), Classic Silver Metallic (1F7), Electric Storm Blue (8X7) or Spring Green Metallic (6W2)	N/C	N/C
070	Paint, Blizzard Pearl	395	352
Z1	Protection Package Includes Rear Bumper Protector (EF) and Carpeted Floor Mat Package (CF)	274	190
P3	Radio Equipment, Display Audio with Navigation (Port Installed) [N/A with Light Kit (43)]	900	700
LJ	Tablet Holder, Universal (Port Installed)	99	75
WL	Wheel Locks, Alloy (Port Installed)	65	40
RF	Wind Deflector, Rear (Port Installed)	399	300

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2018 Toyota Highlander

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MFG CODE	MODELS	MFG RETAIL	UBS W'SALE (Includes Freight)
HIGHLANDER FWD			
6942	Highlander LE 2.7L FWD 4-Door Sport Utility	\$ 32,025	\$ 30,315
6946	Highlander LE V6 Base FWD 4-Door Sport Utility	34,075	32,223
6947	Highlander LE V6 Plus FWD 4-Door Sport Utility	36,455	34,445
6950	Highlander SE V6 FWD 4-Door Sport Utility	41,085	38,753
6951	Highlander XLE V6 FWD 4-Door Sport Utility	39,915	37,664
6954	Highlander Limited V6 Base FWD 4-Door Sport Utility	43,075	40,579
6955	Highlander Limited V6 Platinum FWD 4-Door Sport Utility	46,195	43,428

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HIGHLANDER AWD			
6948	Highlander LE V6 Base AWD 4-Door Sport Utility	35,535	33,583
6949	Highlander LE V6 Plus AWD 4-Door Sport Utility	37,915	35,800
6952	Highlander SE V6 AWD 4-Door Sport Utility	42,545	40,096
6953	Highlander XLE AWD 4-Door Sport Utility	41,375	39,027
6956	Highlander Limited V6 Base AWD 4-Door Sport Utility	44,535	41,914
6957	Highlander Limited V6 Platinum AWD 4-Door Sport Utility	47,655	44,763
HIGHLANDER HYBRID AWD			
6964	Highlander LE V6 Hybrid AWD 4-Door Sport Utility	37,665	35,569
6965	Highlander XLE V6 Hybrid AWD 4-Door Sport Utility	42,725	40,260
6966	Highlander Limited V6 Base Hybrid AWD 4-Door Sport Utility	46,155	43,391
6967	Highlander Limited V6 Platinum Hybrid AWD 4-Door Sport Utility	49,275	46,238

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 [N/A with Rear Bumper Protector (3Y)]	\$ 69	\$ 39

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2018 Toyota Highlander (Continued)

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

MFG CODE		MFG RETAIL	UBS W/SALE
3Y	Bumper Protector, Rear [N/A with Rear Bumper Applique (EF)] [Included with Protection Package #3 (Q3)]	\$ 139	\$ 99
5A	Cargo Cover, Retractable (Port Installed) (N/A on Limited V6 Base or Limited V6 Platinum)	179	129
GN	Cargo Net (Port Installed) [Included with Preferred Accessory Package (Z1)]	49	35
CT	Carpet Mat & Cargo Liner Package Includes Cargo Liner and Carpeted Floor Mats (Port Installed)	229	139
CF	Carpet Mat Package Includes Carpeted Cargo Mat and Carpeted Floor Mats (Port Installed)	224	139
D5	Door Edge Guards (Port Installed) [Included with Protection Package #1 (Q1) and Protection Package #3 (Q3)] (N/A on SE V6; on LE Base, LE V6 Base, LE V6 Plus, XLE V6, Limited V6 Base and Limited V6 Platinum)	125	75
V4	Engine Start, Remote Control (Port Installed) (N/A on LE Base, LE V6 Base or LE V6 Plus); On SE V6, XLE V6, Limited V6 Base and Limited V6 Platinum	499	320
EY	Entertainment System, Blu-Ray/DVD Player (N/A on LE Base, LE V6 Base, LE V6 Plus or Limited V6 Platinum); on SE V6, XLE V6 and Limited V6 Base	1,810	1,610
3Z	First Aid Kit (Port Installed) [Included with Preferred Accessory Package (Z1)]	30	20
2T	Floor Liner Package, All-Weather Includes Cargo Tray and All-Weather Floor Liners (Port Installed)	249	145
C9	Four Season Floor Liner/Mat Package Includes Carpeted Cargo Mat, All-Weather Floor Liners and Carpeted Floor Mats (Port Installed)	373	224
V2	Glass Breakage Sensor (Port Installed) (N/A on LE Base, LE V6 Base or LE V6 Plus); on SE V6, XLE V6, Limited V6 Base and Limited V6 Platinum	299	180
BM	Moldings, Bodyside (Port Installed) [Included with Protection Package #3 (Q3)]	209	125
MF	Mud Guards (Port Installed) (N/A on AWD); on FWD	129	80
3P	Paint Protection Film (Port Installed)	395	219
---	Paint, Alumina Jade Metallic (6W4), Attitude Black Metallic (218), Celestial Silver Metallic (1J9), Ooh La La Rouge Mica (3T0), Predawn Gray Mica (1H1), Shoreline Blue Pearl (8V5) or Toasted Walnut Pearl (4W4)	N/C	N/C
070	Paint, Blizzard Pearl	395	352
Z1	Preferred Accessory Package Includes Carpet Mat & Cargo Liner Package (CT), Cargo Net (GN) and First Aid Kit (3Z) (Port Installed)	308	194
Q1	Protection Package #1 Includes Carpet Mat & Cargo Liner Package (CT), Door Edge Guards (D5) and Mud Guards (MF) (Port Installed) (N/A on AWD); on FWD	483	294
Q3	Protection Package #3 Includes Rear Bumper Protector (3Y), Door Edge Guards (D5), Bodyside Moldings (BM) and Alloy Wheel Locks (WL) (Port Installed)	553	349
WH	Radio Equipment, Wireless Headphones [Requires Entertainment System (EY) on Limited V6 Base] (N/A on Limited V6 Platinum) (Port Installed); on LE Base, LE V6 Base, LE V6 Plus, SE V6, XLE V6 and Limited V6 Base	95	65
3T	Roof Rack Crossbars (Port Installed)	350	250
RB	Running Boards (Port Installed) (N/A on AWD); on FWD	599	399
V5	Security System (N/A on SE V6, XLE V6, Limited V6 Base or Limited V6 Platinum); on LE Base, LE V6 Base and LE V6 Plus	359	240
U7	Tablet Holder, Universal (Port Installed)	99	75
DH	Towing Receiver Hitch and Wire Harness (Port Installed)	699	530
WL	Wheel Locks, Alloy (Port Installed) [Included with Protection Package #3 (Q3)]	80	50

Understanding the difference

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What to do

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United Buying Service

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2018 Toyota Prius C

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 C			
1201	Prius C One FWD 5-Door Hatchback	\$ 21,525	\$ 21,358
1203	Prius C Two FWD 5-Door Hatchback	22,325	21,919
1205	Prius C Three FWD 5-Door Hatchback	23,750	23,550
1207	Prius C Four FWD 5-Door Hatchback	25,860	25,109

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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	All-Weather Floor Liner Package Includes All-Weather Floor Liners and Cargo Tray (Port Installed) (Port Installed)	\$ 239	\$ 139
GN	Cargo Net [Included with Preferred Accessory Package 1 (Z1) and Preferred Accessory Package 2 (Z2)] (N/A on One); on Two, Three and Four	49	35
9G	Cargo Tote (Port Installed)	49	30
D5	Door Edge Guards (Port Installed)	125	75
7R	Emergency Assistance Kit (Port Installed)	59	45
3Z	First Aid Kit (Port Installed) [Included with Preferred Accessory Package 1 (Z1) and Preferred Accessory Package 2 (Z2)]	29	20
CF	Floor Mats, Carpeted Includes Carpeted Cargo Mat [Included with Preferred Accessory Package 2 (Z2) and Four Season Floor Mat Package (C8)]	224	139
C8	Four Season Floor Mat Package Includes Carpeted Cargo Mat, and All-Weather Floor Liners and Carpeted Floor Mats (CF)	373	224
BM	Moldings, Bodyside (Port Installed)	209	125
MR	Moonroof, Power Glass with Power Tilt & Slide Includes Sliding Sunshade (N/A on One, or Two) (Standard on Four); on Three	700	624
3P	Paint Protection Film (Port Installed)	295	219
---	Paint, Absolutely Red (3P0), Black Sand Pearl (209), Blue Streak Metallic (8T7), Classic Silver Metallic (1F7) or Magnetic Gray Metallic (1G3)	N/C	N/C
---	Paint, Moonglow (082) or Tangerine Splash Pearl (4X3)	395	352
Z1	Preferred Accessory Package 1 Includes Carpet Floor Mats (CF), Cargo Net (GN) and First Aid Kit (3Z) (Port Installed) (N/A on One); on Two, Three and Four	303	194
Z2	Preferred Accessory Package 2 Includes All-Weather Floor Liner Package (2T), Cargo Net (GN) and First Aid Kit (3Z) (Port Installed) (N/A on One); on Two, Three and Four	318	194
U7	Tablet Holder, Universal (Port Installed)	99	75
WL	Wheel Locks, Alloy (Port Installed)	65	40
AL	Wheels, 8-Spoke Alloy (N/A on One, Two or Three); on Four	300	268

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2018 Toyota Prius Hatchback

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)
PRIUS HATCHBACK			
1221	Prius One FWD 5-Door Hatchback	\$ 24,370	\$ 23,901
1223	Prius Two Base FWD 5-Door Hatchback	25,580	25,073
1224	Prius Two Eco FWD 5-Door Hatchback	26,060	25,537
1225	Prius Three Base FWD 5-Door Hatchback	27,630	26,808
1226	Prius Three Touring FWD 5-Door Hatchback	29,010	28,132
1227	Prius Four Base FWD 5-Door Hatchback	30,580	29,637
1228	Prius Four Touring FWD 5-Door Hatchback	31,460	30,481

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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
AP	Appearance Package Includes Black & Gunmetal Front and Rear Bumpers and Piano Black Side Skirt Rocker Panels (N/A on One); on Two Base, Three Base and Four Base . On Two Eco, Three Touring and Four Touring also Includes 5-Spoke Aluminum Alloy Wheels with Gunmetal Inserts	\$ 1,410	\$ 1,312
EF	Bumper Applique, Rear (Port Installed) [Included with Preferred Accessory Package (Z5)] . .	1,540	1,434
3Y	Bumper Protector, Rear (Port Installed) [Included with Protection Package (Q2)]	69	45
GN	Cargo Net, Envelope (Port Installed) [Included with Preferred Accessory Package (Z5)]	105	75
CF	Carpet Mat Package, Includes Carpeted Cargo Mat and Carpeted Floor Mats (Port Installed)	49	35
8E	Console Applique, Lower (Port Installed) [Included with Lower Console/Shifter Applique Package (8K)] (N/A on One or Two); on Three and Four	225	140
VISIT US AT UBS4CARS.COM.			
3T	Crossbars (Port Installed)	144	124
D5	Door Edge Guards (Port Installed) [Included with Protection Package (Q2)]	299	235
G4	Door Sills, Illuminated (Port Installed) (N/A on One or Two); on Three and Four	125	75
7R	Emergency Assistance Kit (Port Installed)	299	225
3Z	First Aid Kit (Port Installed)	59	45
		30	20

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2018 Toyota Prius Hatchback (Continued)

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 Cargo Tray and All-Weather Floor Mats (Port Installed)	\$ 248	\$ 154
C8	Floor Liner/Mat Package, Four Seasons Includes Carpeted Cargo Mat, All Weather Floor Liners and Carpeted Floor Mats (Port Installed)	374	225
8K	Lower Console/Shifter Applique Package Includes Shifter Applique (8A) and Lower Console Applique (Port Installed) (N/A on One, Two, Three Touring or Four Touring); on Three Base and Four Base	199	170
BM	Molding, Bodyside (Port Installed) [Included with Protection Package (Q2)]	289	199
B4	Moldings, Side Splitter/Rocker (Port Installed)	299	229
3P	Paint Protection Film (Port Installed)	395	219
---	Paint, Blue Crush Metallic (8W7), Classic Silver Metallic (1F7), Magnetic Gray Metallic (1G3), Midnight Black Metallic (218) or Sea Glass Pearl (783)	N/C	N/C
070	Paint, Pearl Blizzard (070) or Hypersonic Red (3T7)	395	352
Z5	Preferred Accessory Package Includes Rear Bumper Applique (EF), Carpet Mat Package (CF) and Cargo Net (GN) (Port Installed)	343	220
DO YOU HAVE A UBS PURCHASE CERTIFICATE?			
CX	Premium Convenience Package Includes Safety Connect with Emergency Assistance, Stolen Vehicle Locator, Roadside Assistance & Automatic Collision Notification with 1 Year of Service, 10-JBL GreenEdge Speakers and Entune Premium JBL Audio System with Navigation & App Suite (N/A on One, Two or Three); on Four.	1,205	1,092
Q2	Protection Package Includes Rear Bumper Protector (3Y), Door Edge Guards (D5) and Bodyside Moldings (BM) (Port Installed)	524	349
BC	Safety Plus Package Discount [Requires Safety Plus Package (BB)] (N/A on One or Two Eco); on Two Base, Three Base and Three Touring	- 1,000	- 840
	On Four Base and Four Touring	- 500	- 420
BB	Safety Plus Package Includes Blind-Spot Monitor with Rear Cross Traffic Alert, Intelligent Park Assist and Intelligent Clearance Sonar [Requires Safety Plus Package Discount (BC)] (N/A on One or Two Eco); on Two Base, Three Base and Three Touring	1,000	890
	On Four Base and Four Touring	500	446
V5	Security System, VIP RS3200 (Port Installed)	359	240
8A	Shifter Applique (Port Installed) [Included with Lower Console/Shifter Applique Package (8K)]	55	46
U7	Tablet Holder, Universal (Port Installed)	99	75
AT	Technology Package, Advanced (N/A on One, Two, Three Touring or Four Touring); on Three Base and Four Base	1,350	1,202
WL	Wheel Locks, Alloy (Port Installed)	65	40
L2	Wheels, 10-Spoke Alloy (N/A on One, Three Touring or Four Touring); on Two, Three Base and Four Base	899	669

Understanding the difference

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2018 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			
4430	Rav4 LE FWD 4-Door Sport Utility	\$ 25,405	\$ 24,402
4440	Rav4 XLE FWD 4-Door Sport Utility	26,495	25,449
4445	Rav4 Adventure FWD 4-Door Sport Utility	28,695	27,539
4470	Rav4 SE FWD 4-Door Sport Utility	29,785	28,586
4450	Rav4 Limited FWD 4-Door Sport Utility	31,900	30,602
4474	Rav4 Platinum FWD 4-Door Sport Utility	35,745	34,271

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RAV4 AWD			
4432	Rav4 LE AWD 4-Door Sport Utility	26,805	25,738
4442	Rav4 XLE AWD 4-Door Sport Utility	27,895	26,784
4446	Rav4 Adventure AWD 4-Door Sport Utility	29,395	28,207
4472	Rav4 SE AWD 4-Door Sport Utility	31,185	29,922
4452	Rav4 Limited AWD 4-Door Sport Utility	33,300	31,937
4476	Rav4 Platinum AWD 4-Door Sport Utility	37,145	35,607
RAV4 HYBRID AWD			
4435	Rav4 LE Hybrid AWD 4-Door Sport Utility	28,130	27,147
4444	Rav4 XLE Hybrid AWD 4-Door Sport Utility	30,025	28,963
4456	Rav4 SE Hybrid AWD 4-Door Sport Utility	33,180	31,990
4454	Rav4 Limited Hybrid AWD 4-Door Sport Utility	35,025	33,755

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)	\$ 69	\$ 45
3Y	Bumper Protector, Rear (Port Installed)	139	99

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2018 Toyota Rav4 (Continued)

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 Envelope Cargo Net (GN), Cargo Tray (R5) and Roof Rail Crossbars (3T) (Port Installed) [N/A with Carpet Mat Package (CF), Floor Liner Package (2T), Floor Liner/Mat Package (C8) or Preferred Accessroy Package (Z1)] (N/A on Adventure); on LE, XLE, SE, Limited and Platinum	\$ 464	\$ 305
N2	Cargo Net Hammock (Port Installed)	99	60
GN	Cargo Net, Envelope [Included with Preferred Accessory Package (Z1) and Cargo Management Package (Q5)] (Port Installed)	49	35
CF	Carpet Mat Package Includes Carpeted Cargo Mat and Carpeted Floor Mats (Port Installed) [N/A with Cargo Management Package (Q5), Floor Liner Package (2T) or Preferred Accessroy Package (Z1)] (N/A on Adventure, SE or Platinum); on LE, XLE and Limited . .	224	139
CY	Cold Weather Package (N/A on LE, XLE, SE, Limited or Platinum); on Adventure	1,060	943
D5	Door Edge Guards (Port Installed) [Included with Protection Package (Q2)] (N/A on Adventure); on LE, XLE, SE, Limited and Platinum	125	75
GO	Door Sill Applique (Port Installed) (N/A on Adventure, SE or Platinum); on LE, XLE and Limited	65	40
D9	Door Sill Protectors (Port Installed) (N/A on Adventure, SE or Platinum); on LE, XLE and Limited	199	179
V4	Engine Start, Remote Control (Port Installed) (N/A on LE or Platinum); on XLE, Adventure, SE and Limited	499	310
3Z	First Aid Kit (Port Installed)	30	20
2T	Floor Liner Package, All-Weather Includes Cargo Tray (R5) and All-Weather Floor Mats (Port Installed) [N/A with Cargo Management Package (Q5), Carpet Mat Package (CF), Floor Liner/Mat Package (C8) or Preferred Accessroy Package (Z1)] (N/A on Adventure); On LE, XLE, SE, Limited and Platinum	249	145
C8	Floor Liner/Mat Package, Four Season Includes Carpet Mat Package (CF) and All-Weather Floor Mats (Port Installed) (N/A on Adventure, SE or Platinum); on LE, XLE and Limited .	373	224
LJ	Fog Lights (Port Installed) (Standard on XLE, Adventure, SE, Limited and Platinum); on LE	355	266
43	Light Kit, Interior (Port Installed) (N/A on Limited or Platinum); on LE, XLE Adventure and SE	185	155
BM	Moldings, Bodyside (Port Installed) [Included with Protection Package (Q2)]	209	125
MF	Mud Guards (Port Installed) [Included with Protection Package (Q2)]	129	80
3P	Paint Protection Film (Port Installed)	395	219
---	Paint, Black (202), Black Currant Metallic (9AH), Electric Storm Blue (8X7), (N/A on Platinum); on LE, XLE, Adventure, SE and Limited	N/C	N/C
202/1D6	Paint, Black/Silver Sky Metallic (N/A on LE, XLE, Adventure, Limited or Platinum); on SE . .	N/C	N/C
042	Paint, Blizzard Pearl (N/A on LE, XLE, Adventure or SE); on Limited and Platinum	395	352
8X7/1D6	Paint, Electric Storm Blue/Silver Sky Metallic (N/A on LE, XLE, Adventure, Limited or Platinum); on SE	N/C	N/C
---	Paint, Galactic Aqua Mica (221), Magnetic Gray Metallic (1G3) or Silver Sky Metallic (1D6) .	N/C	N/C
3T3	Paint, Ruby Flare Pearl	395	352
SX	Paint, S Code Two Tone (N/A on LE, XLE, Adventure, Limited or Platinum); on SE	600	534
040/1D6	Paint, Super White/Silver Sky Metallic (N/A on LE, XLE, Adventure, Limited or Platinum); on SE	N/C	N/C
SC	Parking Sensors, Front and Rear (N/A on LE, SE or Limited) (Standard on Platinum); on XLE and Adventure	500	446
VL	Plus Extra Value Package (N/A on LE, SE, Limited or Platinum); on XLE	800	760
	On Adventure	610	590
VP	Power Plus Extra Value Package (N/A on LE, Limited or Platinum); on XLE	1,215	1,154
	On Adventure	1,025	985
	On SE	1,010	959
VQ	Power Premium Extra Value Package (N/A on LE, SE, Limited or Platinum); on XLE	1,740	1,654
	On Adventure	1,550	1,485
Z1	Preferred Accessory Package Includes Carpet Mat Package (CF), Envelope Cargo Net (GN) and First Aid Kit (3Z) (Port Installed) (N/A on Adventure, SE or Platinum); on LE, XLE and Limited	303	194
Q2	Protection Package Includes Door Edge Guards (D5), Bodyside Moldings (BM), Mud Guards (MF) and Alloy Wheel Locks (WL) (Port Installed) (N/A on LE or Adventure); on XLE, SE, Limited and Platnium.	528	320

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2018 Toyota Rav4 (Continued)

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

MFG CODE		MFG RETAIL	UBS W'SALE
EE	Radio, Entune Premium Audio with Navigation & App Suite (N/A on LE, Adventure, SE or Platinum) (Standard on Limited) (N/A after 05/01/17); on XLE	\$ 525	\$ 468
EN	Radio, Entune Premium JBL Audio with Navigation & App Suite (N/A on LE, XLE or Adventure) (Standard on Platinum); on SE	1,310	1,166
	On Limited	785	699
3T	Roof Rail Crossbars (Port Installed) [Included with Cargo Management Package (Q5)] [Requires Roof Rails (RR) on LE and Requires Plus Extra Value Package (VL), Power Plus Extra Value Package (VP) or Power Premium Extra Value Package (VQ)]	315	210
RR	Roof Rails (N/A on XLE) (Standard on Adventure, SE, Limited and Platinum); on LE	190	170
R3	Running Boards (Port Installed) (N/A on Adventure); on LE, XLE, SE, Limited and Platinum	549	375
SH	Seats, Heated Front (N/A on LE or Adventure) (Standard on SE, Limited and Platinum); on XLE	880	783
V5	Security System (Port Installed)	359	241
Q6	Shift Knob (Port Installed) (N/A on Adventure or SE); on LE, XLE, Limited and Platinum.	160	100
U7	Tablet Holder, Universal (Port Installed)	99	75
<div style="border: 2px solid black; padding: 5px; text-align: center;"> BALTIMORE: 410-792-9070 WASHINGTON: 301-657-1920 </div>			
AT	Technology Package, Advanced Includes Bird's Eye View Camera and Entune Premium JBL Audio Radio with Navigation & App Suite (EN) (N/A on LE, XLE or Platinum); on SE also Includes Front and Rear Parking Sensors	2,460	2,189
	On Limited	1,935	1,722
TC	Tonneau Cover	90	81
WL	Wheel Locks, Alloy (N/A on LE) [Included with Protection Package (Q2)]; on XLE, Adventure, SE, Limited and Platinum	65	40

Understanding the difference

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2018 Toyota Sequoia

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)
SEQUOIA RWD			
7917	Sequoia SR5 RWD 4-Door Sport Utility Vehicle	\$ 49,595	\$ 46,609
	Sequoia TRD Sport RWD 4-Door Sport Utility Vehicle	52,310	49,102
7927	Sequoia Limited RWD 4-Door Sport Utility Vehicle (Limited Availability)	58,090	54,416
7931	Sequoia Platinum RWD 4-Door Sport Utility Vehicle (Limited Availability)	65,305	61,046

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SEQUOIA 4WD			
7919/40	Sequoia SR5 4WD 4-Door Sport Utility Vehicle	52,820	49,573
	Sequoia TRD Sport 4WD 4-Door Sport Utility Vehicle	55,535	52,068
7929/42	Sequoia Limited 4WD 4-Door Sport Utility Vehicle	61,315	57,378
7933/44	Sequoia Platinum 4WD 4-Door Sport Utility Vehicle	68,530	64,011

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	\$ 1,250	\$ 1,113
5A	Cargo Cover (Port Installed)	245	155
CT	Cargo Mat Package Includes Carpted Cargo Mat and Carpeted Front and Rear Floor Mats (Port Installed) [Included with Carpet Mat Package (CF)]	280	175
GN	Cargo Net, Envelope (Port Installed) [Included with Preferred Accessory Package (Z1)]	49	35
CF	Carpet Mat Package Includes Cargo Mat Package (CT) and Door Sill Protectors (D9) (Port Installed) (N/A on TRD Sport); on SR5, Limited and Platinum	335	210
D9	Door Sill Protectors (Port Installed) (N/A on TRD Sport); on SR5, Limited and Platinum	55	35

DO YOU HAVE A UBS PURCHASE CERTIFICATE?

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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2018 Toyota Sequoia (Continued)

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

MFG CODE		MFG RETAIL	UBS W'SALE
C9	Floor Liner Package, All-Weather Includes All-Weather Floor Mats (Port Installed) (N/A on SR5, Limited or Platinum); on TRD Sport	\$ 149	\$ 85
2T	Floor Liner/Mat 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	309	185
C8	Floor Mat Package, Four Season Includes Carpet Mat Package (CF) and All-Weather Floor Liner Package (C9) (Port Installed) (N/A on SR5 or TRD Sport); on Limited and Platinum	484	295
V2	Glass Breakage Sensor (Port Installed)	299	180
HP	Hood Protector (Port Installed) [N/A with Paint Protection Film (3P)]	165	110
3P	Paint Protection Film [N/A with Hood Protector (HP)]	395	219
070	Paint, Blizzard Pearl	395	352
---	Paint, Magnetic Gray Metallic (1G3), Midnight Black Metallic (218), Shoreline Blue Pearl (8V5), Silver Sky Metallic (1D6), Sizzling Crimson Mica (3R0) or Toasted Walnut Pearl (4W4)	N/C	N/C
040	Paint, Super White (N/A on Platinum); on SR5, TRD Sport and Limited	N/C	N/C
Z1	Preferred Accessory Package Includes Carpet Mat Package (CF), Envelope Cargo Net (GN) and First Aid Kit (3Z) (Port Installed) (N/A on TRD Sport); on SR5, Limited and Platinum	410	265
VISIT US AT UBS4CARS.COM.			
PM/PP	Premium Package Includes Entune Premium Audio Radio System with Navigation & App Suite, 10-Way Power Driver's Seat Adjuster, 4-Way Power Passenger's Seat Adjuster, Power Split Folding Third Row Seat (C1), Leather Seat Trim and Heated Front Seats (N/A on Limited or Platinum); on SR5 and TRD Sport	3,810	3,390
WH	Radio Equipment, 2-Additional Wireless Headphones (Port Installed) [Requires Entertainment System (EY) on Limited] (N/A on SR5 or TRD Sport); on Limited and Platinum	80	65
C1	Seat, Power Split Folding Third Row (Port Installed) [Included with Premium Package (PM/PP)] (Standard on Limited and Platinum); on SR5 and TRD Sport	55	35
BU	Seats, 2-Center 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

Understanding the difference

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What to do

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2018 Toyota Sienna

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
SIENNA FWD			
5328	Sienna L FWD 4-Door Passenger Van with 7-Passenger Seating	\$ 31,745	\$ 30,037
5338	Sienna LE Base FWD 4-Door Passenger Van with 8-Passenger Seating	34,655	32,783
5337	Sienna LE Mobility FWD 4-Door Passenger Van with 7-Passenger Seating	34,665	32,788
5335	Sienna LE Auto Access FWD 4-Door Passenger Van with 7-Passenger Seating	40,580	38,371
5342	Sienna SE Base FWD 4-Door Passenger Van with 8-Passenger Seating	37,985	35,920
5343	Sienna SE Premium FWD 4-Door Passenger Van with 8-Passenger Seating	43,200	40,847
5348	Sienna XLE Base FWD 4-Door Passenger Van with 8-Passenger Seating	37,985	35,736
5345	Sienna XLE Auto Access FWD 4-Door Passenger Van with 7-Passenger Seating	44,120	41,435
5349	Sienna XLE Premium FWD 4-Door Passenger Van with 8-Passenger Seating	41,675	39,197
5356	Sienna Limited Base FWD 4-Door Passenger Van with 7-Passenger Seating	44,730	41,999
5357	Sienna Limited Premium FWD 4-Door Passenger Van with 7-Passenger Seating	48,250	45,242

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SIENNA AWD			
5366	Sienna LE Base AWD 4-Door Passenger Van with 7-Passenger Seating	37,195	35,180
5376	Sienna XLE Base AWD 4-Door Passenger Van with 7-Passenger Seating	40,415	38,015
5377	Sienna XLE Premium AWD 4-Door Passenger Van with 7-Passenger Seating	44,105	41,423
5386	Sienna Limited Base AWD 4-Door Passenger Van with 7-Passenger Seating	46,090	43,251
5387	Sienna Limited Premium AWD 4-Door Passenger Van with 7-Passenger Seating	49,610	46,487

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
Q5	Cargo Management Package (N/A on L or LE Auto Access); on LE Base, SE, XLE and Limited	473	290
GN	Cargo Net, Envelope Style (Port Installed)	49	35
9H	Cargo Organizer (Port Installed)	239	145

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2018 Toyota Sienna (Continued)

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

MFG CODE		MFG RETAIL	UBS W'SALE
9G	Cargo Tote (Port Installed)	\$ 49	\$ 30
CF	Carpet Mat Package	330	200
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
2T	Floor Liner & Door Sill Protectors, All-Weather (Port Installed) (N/A on LE Mobility)	130	85
2L	Floor Liner Package, All-Weather	189	135
C8	Floor Liner/Mat Package, Four Seasons (N/A on LE Auto Access, LE Mobility or XLE Auto Access)	420	260
V2	Glass Breakage Sensor (Port Installed)	299	180
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)	129	80
EX	Navigation Package (N/A on L, LE, SE, XLE Premium or Limited); on XLE Base and XLE Auto Access	1,310	1,166
M4	Outdoor Package (N/A on L, LE Auto Access or XLE Auto Access)	344	225
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
---	Paint, Crème Brûlée Mica (5B2), Midnight Black Metallic (218), Predawn Grey Mica (1H1), Salsa Red Pearl (3Q3), Shoreline Blue Pearl (8V5), Silver Sky Metallic (1D6), Sky Blue Pearl (8S4) or Super White (040)	N/C	N/C
Z1	Preferred Accessory Package Includes Envelope Style Cargo Net (GN), Door Sill Protectors (D9), First Aid Kit (3Z) and Carpeted Front and Rear Floor Mats (Port Installed) [N/A with Cargo Management Package (Q5), Carpet Mat Package (CF), Floor Liner/Mat Package (C8), Outdoor Package (M4) or with Preferred Accessory Plus Package (Z3)]	409	255
Z3	Preferred Accessory Plus Package Includes Envelope Style Cargo Net (GN), Door Sill Protectors (D9), Carpeted Front and Rear Floor Mats and Roof Rack Crossbars (3T) (Port Installed) [N/A with Carpet Mat Package (CF), Outdoor Package (M4) or with Preferred Accessory Package (Z1)]	564	345
EW	Preferred Package Includes Blind-Spot Monitor with Rear Cross Traffic Alert, Chrome Door Handles, Exterior Touch Sensor Lock/Unlock Door Handles, Driver's Easy Speak, Push Button Engine Start, Illuminated Keyless Remote Control Entry System with Smart Key, Power Glass Moonroof (MR), Gracenote Album Cover Art Radio Equipment, SiriusXM Satellite Radio with 3-Months of All Access Service, Entune Premium Audio Radio System with Navigation & App Suite, HD Radio with AM/FM Cache, HD Predictive Traffic & Doppler Weather Overlay, and Entune App Suite Smartphone Interface with Real-Time Fuel Prices, Sports, Stocks and Traffic & Weather Info (N/A on L, LE, SE Premium, XLE or Limited); on SE Base	2,835	2,523
Q2	Protection Package	482	294
WH	Radio Equipment, 2- Additional Wireless Headphones (Port Installed) (N/A on L or LE); on SE, XLE and Limited	55	45
WH	Radio Equipment, Wireless Headphones (N/A on L, LE, SE Base or XLE Base); on SE Premium, XLE Premium and Limited	55	45
3T	Roof Rack Crossbars (Port Installed) (N/A on L)	185	110
V5	Security System, VIP RS3200 Plus (Port Installed) (N/A on XLE); on L, LE, SE and Limited	359	240
U7	Tablet Holder, Universal (Port Installed)	99	75
DH	Towing Hitch Receiver (N/A on L, LE FWD, XLE Base AWD, XLE Premium AWD, XLE Auto Access, Limited Base AWD or Limited Premium AWD); on LE AWD, SE Premium, Limited Base FWD and Limited Premium FWD	840	655
WL	Wheel Locks, Alloy (Port Installed)	65	40

Understanding the difference

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2018 Toyota Tacoma

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)
TACOMA 2-WHEEL DRIVE ACCESS CAB			
7162	Tacoma SR Base 2WD 4-Door Access Cab Pick-Up with 6' Bed Automatic	\$ 26,195	\$ 25,806
7122	Tacoma SR5 Base 2WD 4-Door Access Cab Pick-Up with 6' Bed Automatic	27,970	27,522
7126	Tacoma SR5 V6 2WD 4-Door Access Cab Pick-Up with 6' Bed Automatic	31,115	30,537
7128	Tacoma TRD Sport 2WD 4-Door Access Cab Pick-Up with 6' Bed Automatic	32,890	32,273
TACOMA 4-WHEEL DRIVE ACCESS CAB			
7514	Tacoma SR 4WD 4-Door Access Cab Pick-Up with 6' Bed Automatic	29,270	28,777
7516	Tacoma SR5 Base 4WD 4-Door Access Cab Pick-Up with 6' Bed Automatic	31,045	30,491
7558	Tacoma SR5 V6 4WD 4-Door Access Cab Pick-Up with 6' Bed Automatic	34,290	33,625
7559	Tacoma TRD Sport 4WD 4-Door Access Cab Pick-Up with 6' Bed Manual	34,805	34,122
7560	Tacoma TRD Sport 4WD 4-Door Access Cab Pick-Up with 6' Bed Automatic	36,175	35,427
7562	Tacoma TRD Off-Road 4WD 4-Door Access Cab Pick-Up with 6' Bed Automatic	36,175	35,427
TACOMA 2-WHEEL DRIVE DOUBLE CAB			
7186	Tacoma SR 2WD 4-Door Double Cab Pick-Up with 5' Bed Automatic	27,025	26,310
7185	Tacoma SR5 Base 2WD 4-Door Double Cab Pick-Up with 5' Bed Automatic	28,860	28,061
7146	Tacoma SR5 V6 2WD 4-Door Double Cab Pick-Up with 5' Bed Automatic	32,260	31,307
7170	Tacoma SR5 V6 2WD 4-Door Double Cab Pick-Up with 6' Bed Automatic	32,760	31,784
7182	Tacoma Limited 2WD 4-Door Double Cab Pick-Up with 5' Bed Automatic	38,135	36,915
7148	Tacoma TRD Sport 2WD 4-Door Double Cab Pick-Up with 5' Bed Automatic	34,145	33,108
7172	Tacoma TRD Sport 2WD 4-Door Double Cab Pick-Up with 6' Bed Automatic	34,645	33,585
7150	Tacoma TRD Off-Road 2WD 4-Door Double Cab Pick-Up with 5' Bed Automatic	34,145	33,107

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2018 Toyota Tacoma (Continued)

MFG CODE	MODELS	MFG RETAIL	UBS W'SALE (Includes Freight)
	TACOMA 4-WHEEL DRIVE DOUBLE CAB		
7594	Tacoma SR V6 4WD 4-Door Double Cab Pick-Up with 5' Bed Automatic	\$ 32,460	\$ 31,498
7540	Tacoma SR5 V6 4WD 4-Door Double Cab Pick-Up with 5' Bed Automatic	35,335	34,225
7570	Tacoma SR5 V6 4WD 4-Door Double Cab Pick-Up with 6' Bed Automatic	35,835	34,720
7582	Tacoma Limited 4WD 4-Door Double Cab Pick-Up with 5' Bed Automatic	41,210	39,849
7543	Tacoma TRD Sport 4WD 4-Door Double Cab Pick-Up with 5' Bed Manual	35,480	34,381
7542	Tacoma TRD Sport 4WD 4-Door Double Cab Pick-Up with 5' Bed Automatic	37,110	35,936
7566	Tacoma TRD Sport 4WD 4-Door Double Cab Pick-Up with 6' Bed Automatic	37,720	36,521
7545	Tacoma TRD Off-Road 4WD 4-Door Double Cab Pick-Up with 5' Bed Manual	35,480	34,380
7544	Tacoma TRD Off-Road 4WD 4-Door Double Cab Pick-Up with 5' Bed Automatic	37,110	35,935
7568	Tacoma TRD Off-Road 4WD 4-Door Double Cab Pick-Up with 6' Bed Automatic	37,720	36,520

Understanding the difference

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2018 Toyota Tundra

To Calculate the UBS Price:

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MFG CODE	MODELS	MFG RETAIL	UBS W'SALE (Includes Freight)
TUNDRA 2-WHEEL DRIVE CREWMAX			
8259	Tundra SR5 4.6L 2WD 4-Door CrewMax Pickup with 5 1/2 Ft Bed	\$ 35,545	\$ 35,061
8261/63	Tundra SR5 5.7L 2WD 4-Door CrewMax Pick-Up with 5 1/2 Ft Bed	37,815	36,270
8272/74	Tundra Limited 5.7L 2WD 4-Door CrewMax Pick-Up with 5 1/2 Ft Bed	43,545	41,688
8275/77	Tundra Platinum 5.7L 2WD 4-Door CrewMax Pick-Up with 5 1/2 Ft Bed	48,375	46,199
8276/78	Tundra 1794 Edition 2WD 4-Door CrewMax Pick-Up with 5 1/2 Ft Bed	48,375	46,199
TUNDRA 4-WHEEL DRIVE CREWMAX			
8359	Tundra SR5 4.6L 4WD 4-Door CrewMax Pick-Up with 5 1/2 Ft Bed	39,595	37,968
8361/63	Tundra SR5 5.7L 4WD 4-Door CrewMax Pick-Up with 5 1/2 Ft Bed	40,865	39,178
8372/74	Tundra Limited 5.7L 4WD 4-Door CrewMax Pick-Up with 5 1/2 Ft Bed	46,595	44,538
8373/75	Tundra Platinum 5.7L 4WD 4-Door CrewMax Pick-Up with 5 1/2 Ft Bed	51,425	49,050
8376/78	Tundra 1794 Edition 4WD 4-Door CrewMax Pick-Up with 5 1/2 Ft Bed	51,425	49,050
TUNDRA 2-WHEEL DRIVE DOUBLE CAB			
8239	Tundra SR 4.6L 2WD 4-Door Double Cab Pickup with 6 1/2 Ft Bed	32,415	31,124
8242/32	Tundra SR 5.7L 2WD 4-Door Double Cab Pickup with 6 1/2 Ft Bed	33,685	32,334
8245/35	Tundra SR 5.7L 2WD 4-Door Double Cab Pickup with 8 Ft Bed	34,015	32,649
8240	Tundra SR5 4.6L 2WD 4-Door Double Cab Pick-Up with 6 1/2 Ft Bed	34,125	32,753
8241/31	Tundra SR5 5.7L 2WD 4-Door Double Cab Pick-Up with 6 1/2 Ft Bed	35,395	33,964
8246/36	Tundra SR5 5.7L 2WD 4-Door Double Cab Pick-Up with 8 Ft Bed	35,725	34,278
8252/54	Tundra Limited 2WD 4-Door Double Cab Pickup with 6 1/2 Ft Bed	41,680	39,955

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2018 Toyota Tundra (Continued)

MFG CODE	MODELS	MFG RETAIL	UBS W'SALE (Includes Freight)
	TUNDRA 4-WHEEL DRIVE DOUBLE CAB		
8339	Tundra SR 4.6LV8 4WD 4-Door Double Cab Pick-Up with 6 1/2 Ft Bed	\$ 35,465	\$ 34,031
8342/32	Tundra SR 5.7L V8 4WD 4-Door Double Cab Pick-Up with 6 1/2 Ft Bed	36,735	35,241
8345/35	Tundra SR 5.7L V8 4WD 4-Door Double Cab Pick-Up with 8 Ft Bed	37,065	35,556
8340	Tundra SR5 4.6L V8 4WD 4-Door Double Cab Pick-Up with 6 1/2 Ft Bed	37,175	35,660
8341/31	Tundra SR5 5.7L V8 4WD 4-Door Double Cab Pick-Up with 6 1/2 Ft Bed	38,445	36,871
8346/36	Tundra SR5 5.7L V8 4WD 4-Door Double Cab Pick-Up with 8 Ft Bed	38,775	37,185
8352/54	Tundra Limited 5.7L V8 4WD 4-Door Double Cab Pick-Up with 6 1/2 Ft Bed	44,730	42,795

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2018 Toyota Yaris Liftback

To Calculate the UBS Price:

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MFG CODE	MODELS	MFG RETAIL	UBS W'SALE (Includes Freight)
YARIS 3-DOOR LIFTBACK			
1421	Yaris L FWD 3-Door Liftback Manual	\$ 16,530	\$ 16,470
1422	Yaris L FWD 3-Door Liftback Automatic	17,280	17,212
1424	Yaris LE FWD 3-Door Liftback Automatic	18,180	18,101

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YARIS 5-DOOR LIFTBACK			
1462	Yaris L FWD 5-Door Liftback Automatic	17,655	17,583
1466	Yaris LE FWD 5-Door Liftback Automatic	18,555	18,473
1463	Yaris SE FWD 5-Door Liftback Manual	19,155	19,065
1464	Yaris SE FWD 5-Door Liftback Automatic	19,955	19,856

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
3Y	Bumper Applique, Rear (Port Installed) [Included with Preferred Accessory Package (Z5)]	69	45
GN	Cargo Net, Envelope Style (Port Installed) [Included with Preferred Accessory Package (Z1) and Preferred Accessory Package (Z5)]	49	35
9G	Cargo Tote (Port Installed)	49	30
CF	Carpet Mat Package Includes Carpeted Floor Mats and Carpeted Cargo Mat (Port Installed) [N/A with Preferred Accessory Package (Z1) or Preferred Accessory Package (Z5)]	180	110
REMEMBER TO ASK ABOUT INCENTIVES.			
D5	Door Edge Guards (Port Installed); on 3-Door	79	49
	On 5-Door	125	75
7R	Emergency Assistance Kit (Port Installed)	59	45
3Z	First Aid Kit (Port Installed) [Included with Preferred Accessory Package (Z1)]	30	20
2T	Floor Liner Package, All Weather Includes All Weather Floor Liners and Cargo Tray (Port Installed) [N/A with Preferred Accessory Package (Z1) or Preferred Accessory Package (Z5)]	239	139

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2018 Toyota Yaris (Continued)

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

MFG CODE		MFG RETAIL	UBS W'SALE
C8	Floor Liner Package, Four Season Includes Carpeted Cargo Mat, All Weather Floor Liners, and Carpeted Floor Mats (Port Installed) [N/A with Preferred Accessory Package (Z1) or Preferred Accessory Package (Z5)].	\$ 329	\$ 195
BM	Moldings, Bodyside (Port Installed)	209	125
MF	Mud Guards, Rear (Port Installed)	65	45
3P	Paint Protection Film, Hood and Fender (Port Installed)	395	219
VISIT US AT UBS4CARS.COM.			
---	Paint, Black Sand Pearl (209), Blue Eclipse (8X2), Classic Silver Metallic (1F7), Magnetic Gray Metallic (1G3) or Super White (040)]	N/C	N/C
02P	Paint, Blue Eclipse with Black Sand Pearl Roof [Requires Blue Eclipse Paint (8X2)]	500	446
3T3	Paint, Ruby Red Flare	395	352
2PN	Paint, Ruby Red with Black Sand Pearl Roof [Requires Ruby Red Flare Paint (3T3)]	500	446
Z1	Preferred Accessory Package Includes Carpeted Cargo Mat, Envelope Style Cargo Net (GN), First Aid Kit (3Z) and Carpeted Floor Mats (Port Installed)	259	165
Z5	Preferred Accessory Package Includes Rear Bumper Applique (3Y), Carpeted Cargo Mat, Envelope Style Cargo Net (GN) and Carpeted Floor Mats (Port Installed)	298	190
R7	Spoiler, Rear (Port Installed) (Standard on SE); on L and LE.	329	249
U7	Tablet Holder, Universal (Port Installed)	99	75
WL	Wheel Locks, Alloy (Port Installed) (N/A on L); on LE and SE	65	40

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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2018 Toyota Yaris iA

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)
	YARIS iA		
6263	Yaris iA FWD 4-Door Sedan Manual	\$ 16,845	\$ 16,783
6262	Yaris iA FWD 4-Door Sedan Automatic	17,945	17,871

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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
--- Paint, Abyss (42M), Chromium (45P), Graphite (42A), Pulse (41G), Sapphire (44J) or Stealth (41W)	N/C	N/C

Understanding the difference

UBS Base Price already includes destination/freight, factory invoiced advertising, processing charges and fuel.

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What to do

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2018 VOLKSWAGEN

How to use the United Buying Service Price Book:

1. Offer the member or employee access to the **2017 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 2017 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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2018.5 Volkswagen Atlas

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)
ATLAS FWD			
CA1ANZ	Atlas S 2.0T FWD 4-Door Sport Utility Vehicle (Late Availability)	\$ 31,675	\$ 30,565
CA1AUZ	Atlas S V6 FWD 4-Door Sport Utility Vehicle (Late Availability)	33,075	31,908
CA1LUZ	Atlas S Launch Edition FWD 4-Door Sport Utility Vehicle	34,675	33,442
CA1BNZ	Atlas SE 2.0T FWD 4-Door Sport Utility Vehicle (Late Availability)	34,765	33,528
CA1CNZ	Atlas SE 2.0T FWD 4-Door Sport Utility Vehicle with Tech Package (Late Availability)	36,865	35,542
CA1BUZ	Atlas SE V6 FWD 4-Door Sport Utility Vehicle	36,165	34,870
CA1CUZ	Atlas SE V6 FWD 4-Door Sport Utility Vehicle with Tech Package	38,265	36,884
CA1DNZ	Atlas SEL 2.0T FWD 4-Door Sport Utility Vehicle (Late Availability)	40,335	38,868
CA1DUZ	Atlas SEL V6 FWD 4-Door Sport Utility Vehicle	42,065	40,528
ATLAS AWD			
CA1AUZ	Atlas S V6 AWD 4-Door Sport Utility Vehicle (Late Availability)	34,875	33,634
CA1LUR	Atlas S Launch Edition AWD 4-Door Sport Utility Vehicle	36,475	35,168
CA1BUR	Atlas SE V6 AWD 4-Door Sport Utility Vehicle	37,965	36,595
CA1DUZ	Atlas SE V6 AWD 4-Door Sport Utility Vehicle with Tech Package	40,065	38,610
CA1DUR	Atlas SEL V6 AWD 4-Door Sport Utility Vehicle	43,865	42,255
CA1EUR	Atlas SEL Premium AWD 4-Door Sport Utility Vehicle	49,665	47,817

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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
AWD	Air Deflector, Hood (Port Installed)	\$ 200	\$ 150
ABA	Bumper Applique (Port Installed)	150	118
P04	Captain Chairs Package, 2 nd Row (N/A on S); on SE and SEL	625	538
ALN	Cargo Net (Port Installed)	100	80
FAK	First Aid Kit (Port Installed)	35	25

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2018.5 Volkswagen Atlas (Continued)

MFG CODE	MODELS	MFG RETAIL	UBS W'SALE (Includes Freight)
AMK/AMC	Floor Mats, Monster Rubber Front and Rear (Port Installed)	\$ 285	\$ 235
ARV	Mirror, Automatic Day/Night Inside Rearview with HomeLink Garage Door Opener (Standard on SEL); on S and SE	325	270
APF	Paint Protection Film (Port Installed)	125	100
---	Paint, Deep Black Pearl (2T2T), Fortana Red Metallic (I9I9), Kurkuma Yellow Metallic (6T6T), Platinum Gray Metallic (2R2R), Pure White (0Q0Q), Reflex Silver Metallic (8E8E) or Tourmaline Blue Metallic (P2P2)	N/C	N/C
P05	R-Line Package (Late Availability) [N/A with Splash Guards (AGG)]; on SE V6 with Tech Package and on SEL Base	1,960	1,685
BRK	Roadside Assistance Kit (Port Installed)	85	65
VISIT US AT UBS4CARS.COM.			
ABC	Roof Rails (Port Installed)	365	300
ATS	Side Steps (Port Installed)	695	560
AGG	Splash Guards (Port Installed)	220	170
APC	Tonneau Cover (Port Installed) (Late Availability)	200	152
ATH	Trailer Hitch (Port Installed); on S, SE and SEL 2.0T	810	650
AGH	Trailer Hitch Extras (Port Installed) (N/A on S, SE 2.0T, SE V6 FWD, or SEL 2.0T or SEL V6 FWD); on SE V6 AWD and SEL V6	325	250
P12	Trailer Hitch; on SE V6 AWD	550	473
BWL	Wheel Locks (Port Installed)	80	60
P06	Wheels, Black Mejeranda Aluminum Includes P255/50R-20 Tires (N/A on S or SE); on SEL Base	995	586
	On SEL Premium	235	202

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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2018 Volkswagen Beetle

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)
BEETLE CONVERTIBLE			
5C83P6	Beetle S FWD 2-Door Convertible Automatic	\$ 26,290	\$ 25,727
5C84P6	Beetle Coast FWD 2-Door Convertible Automatic	27,690	27,071
5C85P6	Beetle SE FWD 2-Door Convertible Automatic	28,890	28,226
5C87P6	Beetle Dune FWD 2-Door Convertible Automatic	32,940	32,112
<div style="border: 1px solid black; padding: 5px;"> <p>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 <u>rebates</u> from the manufacturer to the customer. Also, <u>incentives</u> from the manufacturer to the dealer will be offered when available by the UBS dealer representative to the UBS customer to further <u>lower your cost</u> at the time of delivery.</p> </div>			
BEETLE HATCHBACK COUPE			
5C22P6	Beetle S FWD 2-Door Hatchback Coupe Automatic	21,070	20,715
5C23P6	Beetle Coast FWD 2-Door Hatchback Coupe Automatic	23,970	23,498
5C24P6	Beetle SE FWD 2-Door Hatchback Coupe Automatic	24,870	24,370
5C26P6	Beetle Dune FWD 2-Door Hatchback Coupe Automatic	27,640	27,034

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

MFG CODE		MFG RETAIL	UBS W'SALE
NAA	Alarm Kit (Port Installed)	\$ 325	\$ 250
NDS	Door Sills, Stainless Steel (Port Installed); on S and SE	240	200
NCE	Exhaust Tips, Chrome (Port Installed)	130	100
AID	First Aid Kit (Port Installed)	35	25
NJ-/NM-	Floor Mat Kit, Rubber (NM-) or Carpeted (NJ-) Includes Heavy Duty Cargo Liner with CarGo Blocks, Monster Mats and Front and Rear Floor Mats with Logo (Port Installed) (N/A on Coast Hatchback or on Convertibles); on S Hatchback, SE Hatchback and Dune Hatchback	235	185
NCC/NCM	Floor Mats, Rubber (NCM) or Carpeted (NCC) Front and Rear Mojo Floor Mats with Logo (Port Installed) (N/A on Coast Convertible or on Hatchbacks); on S Convertible, SE Convertible and Dune Convertible	130	100
P01/P2T	Lighting Package Includes Bi-Xenon Headlamps, LED Daytime Running Lights, LED Taillights and LED License Plate Lights; on Coast	895	770
---	Paint, Deep Black Pearl (2T) or Pure White (0Q)	N/C	N/C
3T	Paint, Deep Sea Teal Metallic; on Coast	N/C	N/C
V9	Paint, Habanero Orange Metallic; on S, Coast and SE	250	240

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2018 Volkswagen Beetle (Continued)

MFG CODE	MODELS	MFG RETAIL	UBS W'SALE (Includes Freight)
9U	Paint, Sandstone Yellow Metallic; on Dune	\$ 250	\$ 240
---	Paint, Silk Blue Metallic (2B) or Tornado Red (G2); on S, Coast and SE	N/C	N/C
---	Paint, White Silver Metallic (K8), Bottle Green Metallic (8V) or Platinum Gray Metallic (2R); On S and SE	N/C	N/C
P4B/P4C	Premium Package Includes 18" "Disc" Aluminum Alloy Wheels, Front and Rear Park Distance Control, 6.3" Discover Media Touchscreen Infotainment and Navigation System, Fender Premium Audio System, Bi-Xenon Headlights, LED Daytime Running Lights, LED Taillights, LED License Plate Lights and Fog Lights; on SE	2,500	2,150
ARK	Roadside Assistance Kit (Port Installed)	85	65
NGG	Splash Guards, Front and Rear (Port Installed); on S, Coast and SE	220	170
W2K	Style & Comfort Package Includes Composition Media 6.3" Touchscreen Infotainment System, SiriusXM Satellite Radio, App-Connect, Voice Control, KESY Keyless Access with Push Button Start, 17" Philadelphia Aluminum Alloy Wheels, Automatic Headlights, Auto-Dimming Rearview Mirror and Rain Sensing Windshield Wipers; on S Hatchback also Includes Heated Leatherette Front Seats with Lumbar Support, Body-Color Side Sills and Door Handles and Body-Color Outside Mirrors with Integrated Turn Signals	1,475	1,269
AWL	On S Convertible	855	821
NWD	Wheel Locks (Port Installed)	80	60
	Wind Deflector (Port Installed) (N/A on Hatchbacks); on Convertibles	500	400

Understanding the difference

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What to do

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2018 Volkswagen Golf GTI

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)
GOLF GTI			
AU14M2	Golf GTI S FWD 4-Door Hatchback Sedan Manual	\$ 27,265	\$ 26,357
AU14M3	Golf GTI S FWD 4-Door Hatchback Sedan Automatic	28,365	27,414
AU16X2	Golf GTI SE FWD 4-Door Hatchback Sedan Manual	31,320	30,252
AU16X3	Golf GTI SE FWD 4-Door Hatchback Sedan Automatic	32,420	31,308

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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
GLN	Cargo Net (Port Installed)	\$ 100	\$ 80
AID	First Aid Kit (Port Installed)	35	25
IKC	Floor Mat Kit, Carpeted Front and Rear MoJo Includes CarGo Blocks & HD Cargo Mat (Port Installed)	235	185
IKM	Floor Mat Kit, Rubber Front and Rear Monster with Logo Includes HD Cargo Mat & CarGo Blocks Cargo Organizer (Port Installed)	235	185
P10	Leather Package Includes Leather Seating Surfaces (N/A on S or Autobahn); on SE	695	598
GRV	Mirror, Automatic Day/Night Inside Rearview with Compass & Homelink Garage Door Opener (Port Installed)	325	270
---	Paint, Dark Iron Blue Metallic (8P), Deep Black Pearl Metallic (2T), Great Falls Green Metallic (8U), Night Blue Metallic (Z2), Pure White (OQ), Tornado Red (G2) or White Silver Metallic(K8)	N/C	N/C
ARK	Roadside Assistance Kit (Port Installed)	85	65
HAVE YOU CALLED UBS?			
ISP	Splash Guards, Front and Rear (Port Installed)	220	170
AWL	Wheel Locks (Port Installed)	80	60

Understanding the difference

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2018 Volkswagen Golf Hatchback

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)
GOLF HATCHBACK			
AU12Q1	Golf S FWD 4-Door Hatchback Manual	\$ 21,760	\$ 21,073
AU12Q3	Golf S FWD 4-Door Hatchback Automatic	22,860	22,129
AU1WQ1	Golf SE FWD 4-Door Hatchback Manual	24,505	23,707
AU1WQ3	Golf SE FWD 4-Door Hatchback Automatic	25,605	24,765

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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
GLN	Cargo Net (Port Installed)	\$ 100	\$ 80
AID	First Aid Kit (Port Installed)	35	25
GKM	Floor Mats, Carpeted Front and Rear Mojo Includes HD Cargo Mat and CarGo Blocks Cargo Organizer (Port Installed)	235	185
WMK	Floor Mats, Rubber Front and Rear Monster Includes HD Cargo Mat and CarGo Blocks Cargo Organizer (Port Installed)	235	185
GRV	Mirror, Automatic Day/Night Inside Rearview with Compass and Homelink Garage Door Opener	325	270
---	Paint, Pure White (OQ), Deep Black Pearl Metallic (2T), Night Blue Metallic (Z2), Silk Blue Metallic (2B), Tornado Red (G2), Tungsten Silver Metallic (K5) or Platinum Gray Metallic (2R)	N/C	N/C
ARK	Roadside Assistance Kit (Port Installed)	85	65
GGG	Splash Guards, Front and Rear (Port Installed)	220	170
GHS	Spoiler, Roof Edge (Port Installed)	500	400
AWL	Wheel Locks (Port Installed)	80	60

Understanding the difference

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2018 Volkswagen Golf SportWagen

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)
GOLF SPORTWAGEN			
BX54Q1	Golf SportWagen S FWD 4-Door Wagon Manual	\$ 22,535	\$ 21,818
BX54Q3	Golf SportWagen S FWD 4-Door Wagon Automatic	23,635	22,874
----	Golf SportWagen S 4Motion AWD 4-Door Wagon Manual	24,785	23,977
BX54Q3	Golf SportWagen S 4Motion AWD 4-Door Wagon Automatic	25,885	25,033
BX55Q3	Golf SportWagen SE FWD 4-Door Wagon Automatic	28,170	27,227
BX56Q3	Golf SportWagen SEL FWD 4-Door Wagon Automatic	31,095	30,035

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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
WLN	Cargo Net (Port Installed)	\$ 100	\$ 80
AID	First Aid Kit (Port Installed)	35	25
WMK	Floor Mats, Rubber Front and Rear Monster Includes HD Cargo Mat and CarGo Blocks Cargo Organizer (Port Installed)	235	185
GRV	Mirror, Automatic Day/Night Inside Rearview with Compass and Homelink Garage Door Opener	325	270
---	Paint, Deep Black Pearl Mica (2T), Night Blue Metallic (Z2), Platinum Gray Metallic (2R), Pure White (OQ), Silk Blue Metallic (2B), Tornado Red (G2) or White Silver Metallic (K8)	N/C	N/C
ARK	Roadside Assistance Kit (Port Installed)	85	65
WBC	Roof Rack (Port Installed)	360	300
WGG	Splash Guards, Front and Rear (Port Installed)	220	170
AWL	Wheel Locks (Port Installed)	80	60

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

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

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2018 Volkswagen Jetta Sedan

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)
JETTA SEDAN			
1631F1	Jetta S FWD 4-Door Sedan Manual	\$ 19,495	\$ 18,898
1631F6	Jetta S FWD 4-Door Sedan Automatic	20,495	19,858
163WF1	Jetta Wolfsburg FWD 4-Door Sedan Manual	21,195	20,531
163WF6	Jetta Wolfsburg FWD 4-Door Sedan Automatic	22,195	21,491
1633F1	Jetta SE Base FWD 4-Door Sedan Manual	22,095	21,395
1633F6	Jetta SE Base FWD 4-Door Sedan Automatic	23,095	22,355
1633R6	Jetta SE Sport FWD 4-Door Sedan Automatic	24,095	23,315
1635R6	Jetta SEL FWD 4-Door Sedan Automatic	27,095	26,195
163GN6	Jetta GLI FWD 4-Door Sedan Automatic	30,395	29,362

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

MFG CODE		MFG RETAIL	UBS W'SALE
JAA	Alarm Kit (Port Installed)	\$ 325	\$ 250
JLN	Cargo Net (Port Installed)	100	80
PY8	Cold Weather Package Includes Heated Front Seats and Heated Windshield Washer Nozzles; on S	495	426
JDS	Door Sills, Stainless Steel (Port Installed) (Standard on GLI); on S, Wolfsburg, SE and SEL	240	200
JCE	Exhaust Tips, Chrome (Port Installed) (N/A on GLI); on S, Wolfsburg, SE and SEL	130	100
AID	First Aid Kit (Port Installed)	35	25
JKT	Floor Mats, Front and Rear MojoMats Includes HD Cargo Mat wit CarGo Blocks (Port Installed); on S, SE and SEL	235	185
JKM/LKM	Floor Mats, Front and Rear MonsterMats Includes HD Cargo Mat with CarGo Blocks (Port Installed); on S, SE, SEL and GLI	235	185
JRM	Mirror, Automatic Day/Night Inside Rearview with HomeLink Garage Door Opener (Port Installed); on S, Wolfsburg and SE	325	270
A1	Paint, Black Uni (N/A on GLI); on S, Wolfsburg, SE and SEL	N/C	N/C
---	Paint, Cardinal Red Metallic (7H) or Silk Blue Metallic (2B) (N/A on Wolfsburg, SE Sport or GLI); on S, SE and SEL	N/C	N/C
2T	Paint, Deep Black Pearl; on GLI	N/C	N/C
---	Paint, Pure White (0Q) or Platinum Gray Metallic (2R)	N/C	N/C
G2	Paint, Tornado Red (N/A on S, SE Base or SEL); on Wolfsburg, SE Sport and GLI	N/C	N/C
K8	Paint, White Silver Metallic (N/A on Wolfsburg or SE Sport); on S, SE Base, SEL and GLI	N/C	N/C
ARK	Roadside Assistance Kit (Port Installed)	85	65
JSP	Splash Guards, Front and Rear (Port Installed) (N/A on GLI); on S, Wolfsburg, SE and SEL	220	170
JSL	Spoiler, Lip (Port Installed) (Standard on SE Sport, SEL and GLI)	375	300
AWL	Wheel Locks (Port Installed)	80	60

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2018 Volkswagen Passat Sedan

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)
A331P6	Passat S FWD 4-Door Sedan Automatic	\$ 23,845	\$ 23,155
A33CP6	Passat R-Line FWD 4-Door Sedan Automatic	25,845	25,075
A333P6	Passat SE FWD 4-Door Sedan Automatic	27,145	26,319
A335P6	Passat SE FWD 4-Door Sedan Automatic with Technology Package	30,445	29,483
A337P6	Passat SEL Premium Base FWD 4-Door Sedan Automatic	32,500	31,462
A337TM	Passat SEL Premium V6 FWD 4-Door Sedan Automatic	35,500	34,337

VISIT US AT UBS4CARS.COM.

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

MFG CODE		MFG RETAIL	UBS W'SALE
BAA	Alarm Kit (Port Installed)	\$ 325	\$ 250
P03	Driver Assistance Package Includes Blind Spot Monitor with Rear Cross Traffic Alert, Forward Collision Warning System with Autonomous Emergency Braking and Dual Heated Power Outside Mirrors with Manual Fold, Turn Signals & Memory (Standard on R-Line, SE and SEL); on S	495	426
BRE	Engine Start, Remote Control (Standard on SEL and on SE with Technology Package); on S, R-Line and SE without Technology Package	450	350
FAK	First Aid Kit (Port Installed)	35	25
BMJ	Floor Mats, Carpeted Front and Rear Mojo Mats with Logo Includes HD Cargo Liner with CarGo Blocks (Port Installed); on S and R-Line	235	185
BKM	Floor Mats, Rubber Front and Rear Monster Mats with Logo Includes HD Cargo Liner with CarGo Blocks (Port Installed)	235	185
P20/P32	Lighting Package Includes LED Headlights with LED Daytime Running Lights and LED Tail Lights (N/A on S or SEL); on R-Line and SE	1,195	1,028
BLN	Luggage Net (Port Installed)	100	80
BRM	Mirror, Automatic Day/Night Inside Rearview with HomeLink Garage Door Opener (Port Installed) (Standard on SE with Technology Package and on SEL); on S, R-Line and SE without Technology Package	325	270
BPP	Paint Protection Film (Port Installed)	125	100
---	Paint, Deep Black Pearl Metallic (2T), Fortana Red Metallic (I9), Platinum Gray Metallic (2R), Pure White (0Q), Reflex Silver Metallic (8E) or Tourmaline Blue Metallic (P2)	N/C	N/C
5K	Paint, Urano Gray; on R-Line	N/C	N/C
BRK	Roadside Assistance Kit (Port Installed)	85	65
BSG	Splash Guards, Front and Rear (Port Installed) (N/A on R-Line); on S, SE and SEL	220	170
BSL	Spoiler, Lip (Port Installed)	375	300
BWL	Wheel Locks (Port Installed)	80	60

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2018.5 Volkswagen Tiguan

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)
TIGUAN FRONT WHEEL DRIVE			
BW22VS	Tiguan 2.0T S FWD 4-Door Sport Utility Automatic	\$ 25,495	\$ 24,662
BW23VS	Tiguan 2.0T SE FWD 4-Door Sport Utility Automatic	27,650	26,731
BW24VS	Tiguan 2.0T SEL Base FWD 4-Door Sport Utility Automatic	31,990	30,897
BW25VS	Tiguan 2.0T SEL Premium FWD 4-Door Sport Utility Automatic	37,150	35,851

REMEMBER TO ASK ABOUT INCENTIVES.

TIGUAN ALL WHEEL DRIVE			
BW22VJ	Tiguan 2.0T S 4Motion AWD 4-Door Sport Utility Automatic	26,795	25,909
BW23VJ	Tiguan 2.0T SE 4Motion AWD 4-Door Sport Utility Automatic	28,950	27,979
BW24VJ	Tiguan 2.0T SEL Base 4Motion AWD 4-Door Sport Utility Automatic	33,290	32,145
BW25VJ	Tiguan 2.0T SEL Premium 4Motion AWD 4-Door Sport Utility Automatic	38,450	37,098

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

MFG CODE		MFG RETAIL	UBS W'SALE
TAA	Alarm Kit (Port Installed) (Late Availability) (Standard on SEL); on S and SE	\$ 325	\$ 250
TBP	Bumper Protection, Rear (Late Availability)	TBA	TBA
W9	Driver Assistance Package Includes Blind-Spot Monitor with Rear Cross Traffic Alert, Autonomous Emergency Braking with Pedestrian Detection System & Forward Collision Warning System (Sold Orders Only) (N/A on SE or SEL); on S	850	731
TRE	Engine Start, Remote Control (Port Installed) (Late Availability) (N/A on S) (Standard on SEL); on SE	450	350
AID	First Aid Kit (Port Installed)	35	25
TGN	Floor Mats, Monster Mats Rubber Front and Rear with Logo (Port Installed)	285	235
TGM	Floor Mats, Monster Mats Rubber Front and Rear with Logo (Port Installed) [Requires Seat Package (PG1)]	285	235
W9E	Fog Light Package (N/A after 09-04-17) (Limited Availability) (N/A on SEL); on S and SE	150	129
TWD	Hood Deflector (Port Installed) (Late Availability)	200	150
TLN	Luggage Net (Port Installed)	100	80
TRV	Mirror, Automatic Day/Night Inside Rearview with Compass and HomeLink Garage Door Opener (Late Availability)	325	270
TPF	Paint Protection Film (Port Installed)	125	100
---	Paint, Cardinal Red Metallic (7H), Deep Black Pearl Metallic (2T), Platinum Gray Metallic (2R), Pure White (0Q), Silk Blue Metallic (2B) or White Silver Metallic (K8)	N/C	N/C
X1	Paint, Dark Moss Green Metallic (N/A on S, SE or SEL Base); on SEL Premium	N/C	N/C
V9	Paint, Habanero Orange	295	283

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2018.5 Volkswagen Tiguan (Continued)

MFG CODE	MODELS	MFG RETAIL	UBS W'SALE (Includes Freight)
W9 -	R-Line Package Includes Metal Door Scuff Plates, R-Line Door Sills, R-Line Exclusive Exterior Trim, Black Headliner, Discover Media Navigation System with Touch Screen & Stainless Steel Pedals (N/A on S or SE) [N/A with Splash Guards (TGG)]; on SEL Base also Includes P255/45HR-19 Tires, Front and Rear Park Distance Control and Trenton Aluminum Alloy Wheels	\$ 1,795	\$ 1,544
	On SEL Premium also Includes P255/40HR-20 Tires, Front and Rear Park Distance Control and Braselton Aluminum Alloy Wheels.	1,495	1,286
ARK	Roadside Assistance Kit (Port Installed)	85	65
TBC	Roof Rack Includes Base Carrier Bars	365	300
PG1	Seat Package, Third Row Includes Split Folding Third Row Bench Seat [N/A with Towing Kit (TTH)] (Standard on FWD); on 4Motion	500	430
TTS	Side Steps (Port Installed) (Late Availability)	695	560
TGG	Splash Guards, Front and Rear (Port Installed)	220	170
THS	Spoiler, Roof Edge (Port Installed)	550	450
P-1	Sunroof Package, Panoramic Includes Ambient Lighting & Power Panoramic Front and Fixed Rear Section Sun Roof (N/A on S) (Standard on SEL); on SE	1,200	1,032
TPC	Tonneau Cover (Port Installed) (Late Availability) (N/A on SEL Premium)	200	152
TTH	Towing Kit (Port Installed) (Late Availability) (N/A on FWD); on 4Motion	700	600
AWL	Wheel Locks (Port Installed)	80	60

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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