



State of West Virginia
 Department of Administration
 Purchasing Division
 2019 Washington Street East
 Post Office Box 50130
 Charleston, WV 25305-0130

Purchase Order

PURCHASE ORDER NO.
MV12A

PAGE
1

BLANKET RELEASE
00

CORRECT PURCHASE ORDER NUMBER
MUST APPEAR ON ALL PACKAGES,
INVOICES, AND SHIPPING PAPERS.
QUESTIONS CONCERNING THIS PUR-
CHASE ORDER SHOULD BE DIRECTED
TO THE BUYER AS NOTED BELOW.

CHANGE ORDER
1

INVOICE TO

ALL STATE AGENCIES
AND POLITICAL SUBDIVISIONS
VARIOUS LOCALES AS INDICATED
BY ORDER

SEE REVERSE SIDE FOR
TERMS AND CONDITIONS

AGENCY COPY

VENDOR

*624143137 304-252-3300
 BECKLEY BUICK GMC AUTO MALL IN
 3934 ROBERT C BYRD DR
 BECKLEY WV 25801

SHIP TO

ALL STATE AGENCIES
AND POLITICAL SUBDIVISIONS
VARIOUS LOCALES AS INDICATED
BY ORDER

DATE PRINTED		TERMS OF SALE		FEIN/SSN		FUND	
04/10/2012		NET 30		271243056			
SHIP VIA		F.O.B.		FREIGHT TERMS		ACCOUNT NUMBER	
BEST WAY		DESTINATION		PREPAID		MUL-MUL	
LINE	QUANTITY	UOP	VENDOR ITEM NO.		UNIT PRICE	AMOUNT	
	DELIVERY DATE	CAT.NO.	ITEM NUMBER				
			CHANGE ORDER #01				
	CHANGE ORDER ISSUED TO PUBLISH THE ATTACHED DOCUMENTATION.						
	NO OTHER CHANGES.						
	02/15/2012		070-06-01-000				
	2012 (OR CURRENT MODEL YEAR) MOTOR VEHICLES						
PREVIOUS PO TOTAL==>					OPEN END		
PO NET CHANGE (+)==>							

PURCHASING DIVISION
 CERTIFIED ENCUMBERED
 APR 12 2012
Beverly Toler

IF APPROVAL AS TO FORM IS REQUIRED BY ATTORNEY GENERAL, CHECK HERE

Dwayne Wayfield

BY *Shelley L. Murray*
 GUY NISBET 304-558-8802
 APR 12 2012

OPEN END
 TOTAL

APPROVED AS TO FORM BY
 ASSISTANT ATTORNEY GENERAL

PURCHASING DIVISION AUTHORIZED SIGNATURE

**GENERAL TERMS & CONDITIONS
REQUEST FOR QUOTATION (RFQ) AND REQUEST FOR PROPOSAL (RFP)**

1. Awards will be made in the best interest of the State of West Virginia.
2. The State may accept or reject in part, or in whole, any bid.
3. Prior to any award, the apparent successful vendor must be properly registered with the Purchasing Division and have paid the required \$125 fee.
4. All services performed or goods delivered under State Purchase Order/Contracts are to be continued for the term of the Purchase Order/Contracts, contingent upon funds being appropriated by the Legislature or otherwise being made available. In the event funds are not appropriated or otherwise available for these services or goods this Purchase Order/Contract becomes void and of no effect after June 30.
5. Payment may only be made after the delivery and acceptance of goods or services.
6. Interest may be paid for late payment in accordance with the *West Virginia Code*.
7. Vendor preference will be granted upon written request in accordance with the *West Virginia Code*.
8. The State of West Virginia is exempt from federal and state taxes and will not pay or reimburse such taxes.
9. The Director of Purchasing may cancel any Purchase Order/Contract upon 30 days written notice to the seller.
10. The laws of the State of West Virginia and the *Legislative Rules* of the Purchasing Division shall govern the purchasing process.
11. Any reference to automatic renewal is hereby deleted. The Contract may be renewed only upon mutual written agreement of the parties.
12. **BANKRUPTCY:** In the event the vendor/contractor files for bankruptcy protection, the State may deem this contract null and void, and terminate such contract without further order.
13. **HIPAA BUSINESS ASSOCIATE ADDENDUM:** The West Virginia State Government HIPAA Business Associate Addendum (BAA), approved by the Attorney General, is available online at www.state.wv.us/admin/purchase/vrc/hipaa.html and is hereby made part of the agreement provided that the Agency meets the definition of a Cover Entity (45 CFR §160.103) and will be disclosing Protected Health Information (45 CFR §160.103) to the vendor.
14. **CONFIDENTIALITY:** The vendor agrees that he or she will not disclose to anyone, directly or indirectly, any such personally identifiable information or other confidential information gained from the agency, unless the individual who is the subject of the information consents to the disclosure in writing or the disclosure is made pursuant to the agency's policies, procedures, and rules. Vendor further agrees to comply with the Confidentiality Policies and Information Security Accountability Requirements, set forth in <http://www.state.wv.us/admin/purchase/privacy/noticeConfidentiality.pdf>.
15. **LICENSING:** Vendors must be licensed and in good standing in accordance with any and all state and local laws and requirements by any state or local agency of West Virginia, including, but not limited to, the West Virginia Secretary of State's Office, the West Virginia Tax Department, and the West Virginia Insurance Commission. The vendor must provide all necessary releases to obtain information to enable the director or spending unit to verify that the vendor is licensed and in good standing with the above entities.
16. **ANTITRUST:** In submitting a bid to any agency for the State of West Virginia, the bidder offers and agrees that if the bid is accepted the bidder will convey, sell, assign or transfer to the State of West Virginia all rights, title and interest in and to all causes of action it may now or hereafter acquire under the antitrust laws of the United States and the State of West Virginia for price fixing and/or unreasonable restraints of trade relating to the particular commodities or services purchased or acquired by the State of West Virginia. Such assignment shall be made and become effective at the time the purchasing agency tenders the initial payment to the bidder.

I certify that this bid is made without prior understanding, agreement, or connection with any corporation, firm, limited liability company, partnership, or person or entity submitting a bid for the same material, supplies, equipment or services and is in all respects fair and without collusion or fraud. I further certify that I am authorized to sign the certification on behalf of the bidder or this bid.

INSTRUCTIONS TO BIDDERS

1. Use the quotation forms provided by the Purchasing Division. Complete all sections of the quotation form.
2. Items offered must be in compliance with the specifications. Any deviation from the specifications must be clearly indicated by the bidder. Alternates offered by the bidder as **EQUAL** to the specifications must be clearly defined. A bidder offering an alternate should attach complete specifications and literature to the bid. The Purchasing Division may waive minor deviations to specifications.
3. Unit prices shall prevail in case of discrepancy. All quotations are considered F.O.B. destination unless alternate shipping terms are clearly identified in the quotation.
4. All quotations must be delivered by the bidder to the office listed below prior to the date and time of the bid opening. Failure of the bidder to deliver the quotations on time will result in bid disqualifications: Department of Administration, Purchasing Division, 2019 Washington Street East, P.O. Box 50130, Charleston, WV 25305-0130
5. Communication during the solicitation, bid, evaluation or award periods, except through the Purchasing Division, is strictly prohibited (W.Va. C.S.R. §148-1-6.6).

2012 MY BUILDOUT / 2013 MY STARTUP MATRIX FOR GMNA FLEET and NON-RETAIL ORDERS

(US DOMESTIC MARKETS ONLY) VERSION 20120320

2012 MODEL YEAR BUILDOUT EVENTS

NOTICE: REPORT HAS BEEN UNLOCKED AT THE REQUEST OF FLEET & COMMERCIAL OPERATIONS MANAGEMENT. RECIPIENTS OF THIS DOCUMENT ARE RESPONSIBLE FOR PROTECTING AND MAINTAINING THE CONFIDENTIALITY OF ALL RELATED INFORMATION. ALL CELLS BEGINNING IN ROW 5 ARE UNLOCKED.

Order due dates contained in this document pertain to GMNA Fleet & Non-Retail orders only. GM reserves the right to make changes at any time without notice.

DIVISION	MODEL	ALLOCATION GROUP	SS	2012 MY PLANT BUILDOUT DATE	2012 MY - SEO & SEO PAINT ORDER CUTOFF DATE	GMNA 2012 MY ORDER CUTOFF	ESTIMATED			ASSEMBLY CENTER
							MEMO: 2013 MY DEALER ORDER GUIDE	MEMO: 2013 MY OWB ORDERING AVAILABLE	MEMO: 2013 MY PLANT STARTUP DATE	
Buick	Enclave	ENCLAV	11	05-Oct-12		30-Aug-12	03-Sep-12	06-Sep-12	15-Oct-12	Lansing Delta Twp
	LaCrosse	LACROS	11	15-Jun-12		29-Mar-12	16-Apr-12	19-Apr-12	18-Jun-12	Fairfax
	Regal	REGL	11	03-Aug-12		24-May-12	16-Apr-12	19-Apr-12	06-Aug-12	Oshawa Flex
	Verano	VERANO	11	02-Aug-12		31-May-12	TBD	TBD	06-Aug-12	Orion Assembly
Cadillac	CTS Coupe	CTSCPE	12	08-Jun-12		29-Mar-12	16-Apr-12	19-Apr-12	11-Jun-12	Lansing Grand River
	CTS Sedan	CTS	12	08-Jun-12		29-Mar-12	16-Apr-12	19-Apr-12	11-Jun-12	Lansing Grand River
	CTS Wagon	CTSWGN	12	08-Jun-12		29-Mar-12	16-Apr-12	19-Apr-12	11-Jun-12	Lansing Grand River
	Escalade	ESC	12	01-Jun-12		22-Mar-12	16-Apr-12	19-Apr-12	04-Jun-12	Arlington
	Escalade ESV	ESCESV	12	01-Jun-12		22-Mar-12	16-Apr-12	19-Apr-12	04-Jun-12	Arlington
	Escalade EXT	ESCEXT	12	09-Jun-12		22-Mar-12	16-Apr-12	19-Apr-12	11-Jun-12	Silao
	Escalade Hybrid	ESC2MH	12	01-Jun-12		22-Mar-12	16-Apr-12	19-Apr-12	04-Jun-12	Arlington
	SRX	SRX	12	03-Sep-12		28-Jun-12	16-Apr-12	19-Apr-12	04-Sep-12	Ramos #2
Chevrolet Car	Camaro	CAM	13	08-Jun-12		29-Mar-12	16-Apr-12	19-Apr-12	11-Jun-12	Oshawa Flex
	Caprice PPV	CAPPPV	13	29-Jun-12		03-May-12	TBD	TBD	06-Aug-12	Elizabeth, S. Australia
	Corvette (FLEET ONLY)	VET & ZR1	13	03-May-12		09-Feb-12	05-Mar-12	08-Mar-12	07-May-12	Bowling Green
	Corvette (OTHR NON-RETAIL)	VET & ZR1	13	03-May-12		26-Jan-12	05-Mar-12	08-Mar-12	07-May-12	Bowling Green
	Cruze	CRUZE	13	03-Aug-12		31-May-12	TBD	TBD	06-Aug-12	Lordstown
	Impala	IMP	13	15-Jun-12		26-Apr-12	16-Apr-12	19-Apr-12	18-Jun-12	Oshawa Consolidated
	Impala Police (9C1 OR 9C3)	IMP	13	15-Jun-12		19-Apr-12	16-Apr-12	19-Apr-12	18-Jun-12	Oshawa Consolidated
	Malibu (FLEET ONLY, LE5 or LE9 4 cyl Engines)	MALIBU	13	30-Nov-12		20-Sep-12	NA	NA	NA	Fairfax
	Malibu (FLEET ONLY, LY7 V6 Engine)	MALIBU	13	NA		29-Mar-12	NA	NA	NA	Fairfax
	Malibu (OTHR NON-RETAIL)	MALIBU	13	15-Jun-12		23-Feb-12	NA	NA	NA	Fairfax
	Sonic	SONIC	13	02-Aug-12		31-May-12	11-Jun-12	14-Jun-12	06-Aug-12	Orion Assembly
Volt	VOLT	13	07-Jun-12		29-Mar-12	16-Apr-12	19-Apr-12	25-Jun-12	Detroit Hamtramck	
Chevrolet Truck	Avalanche	AVALAN	13	09-Jun-12		22-Mar-12	16-Apr-12	19-Apr-12	11-Jun-12	Silao
	Captiva Sport (FLEET ONLY)	CAPSPT	13	03-Sep-12		28-Jun-12	NA	NA	03-Sep-12	Ramos #2
	Colorado	COLRDO	13	30-Aug-12	23-Mar-12	19-Apr-12	NA	NA	NA	Shreveport
	Equinox	EQUINX	13	28-Jun-12		26-Apr-12	16-Apr-12	19-Apr-12	16-Jul-12	CAMI
	Express	EXPVAN	13	13-Jul-12	19-Apr-12	19-Apr-12	16-Apr-12	19-Apr-12	16-Jul-12	Wentzville
	Silverado	SILVLD	13	06-Jul-12	22-Mar-12	22-Mar-12	16-Apr-12	19-Apr-12	09-Jul-12	Fort Wayne
	Silverado HD Crew Cab (EXCEPT LGH Duramax)	CCRUHD	13	06-Jul-12	19-Apr-12	19-Apr-12	16-Apr-12	19-Apr-12	09-Jul-12	Flint
	Silverado HD Crew Cab (With LGH Duramax Diesel)	CCRUHD	13	06-Jul-12	22-Mar-12	22-Mar-12	16-Apr-12	19-Apr-12	09-Jul-12	Flint
	Silverado HD EXT Cab	CEXTHD	13	15-Jun-12	22-Mar-12	22-Mar-12	16-Apr-12	19-Apr-12	18-Jun-12	Fort Wayne

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							MEMO: 2013 MY DEALER ORDER GUIDE	MEMO: 2013 MY OWB ORDERING AVAILABLE	MEMO: 2013 MY PLANT STARTUP DATE	
Chevrolet Truck	<i>Silverado HD REG Cab (EXCEPT LGH Duramax)</i>	CREGHD	13	06-Jul-12	19-Apr-12	19-Apr-12	16-Apr-12	19-Apr-12	09-Jul-12	Flint
	<i>Silverado HD REG Cab (With LGH Duramax Diesel)</i>	CREGHD	13	06-Jul-12	22-Mar-12	22-Mar-12	16-Apr-12	19-Apr-12	09-Jul-12	Flint
	Silverado Hybrid Crew Cab	CLD2MH	13	09-Jun-12	22-Mar-12	22-Mar-12	16-Apr-12	19-Apr-12	11-Jun-12	Silao
	Silverado LD Crew Cab	CCRULD	13	09-Jun-12	22-Mar-12	22-Mar-12	16-Apr-12	19-Apr-12	11-Jun-12	Silao
	Silverado LD EXT Cab	CEXTLD	13	15-Jun-12	22-Mar-12	22-Mar-12	16-Apr-12	19-Apr-12	18-Jun-12	Fort Wayne
	Silverado LD REG Cab	CREGLD	13	15-Jun-12	22-Mar-12	22-Mar-12	16-Apr-12	19-Apr-12	18-Jun-12	Fort Wayne
	Suburban	SUBURB	13	01-Jun-12	22-Mar-12	22-Mar-12	16-Apr-12	19-Apr-12	04-Jun-12	Arlington
	Tahoe	TAHOE	13	01-Jun-12	22-Mar-12	22-Mar-12	16-Apr-12	19-Apr-12	04-Jun-12	Arlington
	Tahoe Hybrid	TAH2MH	13	01-Jun-12	22-Mar-12	22-Mar-12	16-Apr-12	19-Apr-12	04-Jun-12	Arlington
	<i>Tahoe Police (SW4 OR PPV)</i>	TAHOE	13	18-Jun-12	15-Mar-12	15-Mar-12	16-Apr-12	19-Apr-12	18-Jun-12	Arlington
Traverse	TRAVRS	13	05-Oct-12		30-Aug-12	03-Sep-12	06-Sep-12	15-Oct-12	Lansing Delta Twp	
GMC	Acadia	ACADIA	48	05-Oct-12		30-Aug-12	03-Sep-12	06-Sep-12	22-Oct-12	Lansing Delta Twp
	Canyon	CANYON	48	30-Aug-12	23-Mar-12	19-Apr-12	NA	NA	NA	Shreveport
	Savana	SAVVAN	48	13-Jul-12	19-Apr-12	19-Apr-12	16-Apr-12	19-Apr-12	16-Jul-12	Wentzville
	Sierra	SIERLD	48	06-Jul-12	22-Mar-12	22-Mar-12	16-Apr-12	19-Apr-12	09-Jul-12	Fort Wayne
	Sierra HD Crew Cab (EXCEPT LGH Duramax)	GCRUHD	48	06-Jul-12	19-Apr-12	19-Apr-12	16-Apr-12	19-Apr-12	09-Jul-12	Flint
	<i>Sierra HD Crew Cab Cab (With LGH Duramax Diesel)</i>	GCRUHD	48	06-Jul-12	22-Mar-12	22-Mar-12	16-Apr-12	19-Apr-12	09-Jul-12	Flint
	Sierra HD EXT Cab	GEXTHD	48	15-Jun-12	22-Mar-12	22-Mar-12	16-Apr-12	19-Apr-12	18-Jun-12	Fort Wayne
	Sierra HD REG Cab (EXCEPT LGH Duramax)	GREGHD	48	06-Jul-12	05-Apr-12	19-Apr-12	16-Apr-12	19-Apr-12	09-Jul-12	Flint
	<i>Sierra HD REG Cab (With LGH Duramax Diesel)</i>	GREGHD	48	06-Jul-12	22-Mar-12	22-Mar-12	16-Apr-12	19-Apr-12	09-Jul-12	Flint
	Sierra Hybrid	GLD2MH	48	09-Jun-12	22-Mar-12	22-Mar-12	16-Apr-12	19-Apr-12	11-Jun-12	Silao
	Sierra LD Crew Cab	GCRULD	48	09-Jun-12	22-Mar-12	22-Mar-12	16-Apr-12	19-Apr-12	11-Jun-12	Silao
	Sierra LD EXT Cab	GEXTLD	48	15-Jun-12	22-Mar-12	22-Mar-12	16-Apr-12	19-Apr-12	18-Jun-12	Fort Wayne
	Sierra LD REG Cab	GREGLD	48	15-Jun-12	22-Mar-12	22-Mar-12	16-Apr-12	19-Apr-12	18-Jun-12	Fort Wayne
	Terrain	TERAIN	48	28-Jun-12		26-Apr-12	16-Apr-12	19-Apr-12	16-Jul-12	CAMI
	Yukon	YKN	48	01-Jun-12	22-Mar-12	22-Mar-12	16-Apr-12	19-Apr-12	04-Jun-12	Arlington
	Yukon Hybrid	YKN2MH	48	01-Jun-12	22-Mar-12	22-Mar-12	16-Apr-12	19-Apr-12	04-Jun-12	Arlington
	Yukon XL	YKNXL	48	01-Jun-12	22-Mar-12	22-Mar-12	16-Apr-12	19-Apr-12	04-Jun-12	Arlington