

## KAWASAKI'S 2019 MILITARY CUSTOMER PROMOTION FOR ACTIVE, RESERVE AND RETIRED U.S. MILITARY PERSONNEL APRIL 1, 2019 – SEPTEMBER 30, 2019

Kawasaki is pleased to announce the 2019 Military Customer Promotion from April 1, 2019 through September 30, 2019 to all active, reserve, and retired United States military personnel. Military customers who purchase any model year Kawasaki vehicle will receive a \$250 incentive [100% payable by KMC] which is applied to the purchase price of the vehicle. Kawasaki will reimburse the dealer 100% of the incentive value to their KMC Open Account.

### RETAIL SALES PERIOD:

April 1, 2019 – September 30, 2019

### ELIGIBLE PRODUCT:

Any model year Kawasaki vehicles that are new and unused, and for which no retail sales/product registration has been previously submitted to or processed by KMC (excludes 2019/2018/2017 Ninja H2™ models and all Ninja H2™ R).

### INCENTIVE CHART

CC Range	Incentive
ALL	\$250

### PROCEDURES

#### Dealership Procedures:

1. Sell a new, not previously registered Kawasaki vehicle.
2. Complete and submit the retail sale/product registration via K-Dealer.
3. Pay the unit off no later than five (5) business days after the retail sale.
4. Complete the *2019 Military Customer Claim Form*.

5. **eClaim Process** → To claim Promotion incentive AFTER the retail registration is complete, use the "eClaim process":

- i. Go to K-Dealer → eBinder → Forms → Military Claim Form and select "Online Form". Fill in all required information, and at the bottom select the "Click Here To Email". Your eForm will be automatically sent to Programs Administration.

- ii. If you choose to Mail or FAX the completed form, please send to:

ATTN: Programs Administration  
Kawasaki Motors Corp., U.S.A.  
P.O. Box 25252  
Santa Ana, CA 92799-5252  
FAX Number: (949) 460-5586  
Email: **[ProgramsAdmin@kmc-usa.com](mailto:ProgramsAdmin@kmc-usa.com)**

6. Allow a minimum of five (5) business days for processing, after which time dealer's KMC Open Account will reflect incentive being paid or the dealer will be requested to provide additional supporting documentation. (For additional information on "supporting documentation" see item #2 below under General Terms and Conditions.)

**NOTE:** See IMPORTANT PROGRAM DEADLINES below.

### KMC PROCEDURE

Issue promotion incentive to the dealer's KMC Open Account, based on verification of purchase by military personnel and timely submission of the retail sale/product registration and KMFC flooring payment.

**Program Code:** MC/M9M5, ATV/A9M5, PWC/J9M5, SXS/S9M5

## GENERAL TERMS & CONDITIONS

1. Only bona fide retail sales (as defined in dealership sales bulletin #17-23 ALL dated March 31, 2017) of eligible models that are new and not previously registered are eligible for program participation; additionally, sales bulletin #16-55 ALL dated July 28, 2016 addressing "Dealer Obligations Regarding Pre-sale Repairs" must be completed. All retail sale/product registrations are subject to audit by KMC to determine validity of sales.
2. If it is subsequently determined that a bona fide retail sale did not take place, or a unit is unregistered, Kawasaki reserves the right to charge the dealer's KMC Open Account for the applicable cost of program benefits applied.
3. Supporting Documentation: To determine legitimacy and qualification of Military personnel, the customer must be able to show their U.S. Military ID for confirmation of military status and eligibility. Dealer needs to confirm information at time of purchase.
4. This incentive program applies to retail sales of Kawasaki vehicles during the period April 1, 2019 through Sept 30, 2019. **[This bulletin supersedes all previously announced military personnel incentive programs.]**
5. Product Registration:
  - A. KMC is NOT RESPONSIBLE for erroneous or missing information. Make sure to check the Product Registration Status screen to ensure the registration(s) submitted were not returned for more information or address corrections.

RETAIL PERIOD	RETAIL DEADLINE: Date units must be purchased by customer to qualify.	PRODUCT REGISTRATION COMPLETED DEADLINE: Date product registrations must be completed.	KMFC FLOORING PAYMENT DEADLINE: Date flooring payments must be submitted through K-Dealer.
	7:00 PM, Pacific Time		
April 1 – 30, 2019	Tuesday, April 30, 2019		Tuesday, May 7, 2019
May 1 – 31, 2019	Friday, May 31, 2019		Thursday, June 6, 2019
June 1 – 30, 2019	Sunday, June 30, 2019		<b>Wednesday, July 3, 2019</b>
July 1 – 31, 2019	Wednesday, July 31, 2019		Wednesday, August 7, 2019
August 1 – 31, 2019	Saturday, August 31, 2019		Thursday, September 5, 2019
September 1 – 30, 2019	Monday, September 30, 2019		Monday, October 7, 2019

6. All offers are applicable only through authorized Kawasaki dealerships located within the contiguous United States and Alaska.
7. All program elements, interpretation of rules, and substitution, modification or withdrawal of any program element are at the sole discretion of Kawasaki Motors Corp., U.S.A.

For assistance with program details, contact either your Kawasaki District Manager or Programs Administration at (949) 770-0400 extension 2716. For incentive inquiries, please contact Programs Administration or email us at [ProgramsAdmin@kmc-usa.com](mailto:ProgramsAdmin@kmc-usa.com).

KAWASAKI MOTORS CORP., U.S.A.



## 2019 MILITARY CUSTOMER PROMOTION CLAIM FORM FOR ACTIVE, RESERVE, AND RETIRED U.S. MILITARY PERSONNEL

Please write or print legibly and complete all sections.

Kawasaki Dealer Number \_\_\_\_\_ Dealership Name \_\_\_\_\_ Dealer's Email or FAX Number \_\_\_\_\_

**Offer is valid for purchases of new Kawasaki vehicles from April 1, 2019 – September 30, 2019.**

**ELIGIBLE PRODUCT:** Any model year Kawasaki vehicles that are new and unused, and for which no retail sales/product registration has been previously submitted to or processed by KMC. Incentive amount is **\$250** for qualified units.

**\*Excludes 2019/2018/2017 Ninja H2™ models and all Ninja H2™R**

<b>Customer Information – To Be Completed By Military Personnel</b>	<b>Purchase Information:</b>
Customer Name _____	Purchase Date _____
Address _____	Model Year _____
City _____ State _____ Zip _____	Complete Unit Model Code _____
Phone # (Required) _____	Complete VIN/HIN of the Unit Purchased _____
Email Address _____	I certify that I purchased the above-described Kawasaki product on the date noted above and that I am an Active, Reserve, or Retired U.S. Military Personnel.
Military Branch _____	Signature of Customer _____ Date _____
Military ID Expiration Date _____ Rank _____	

I certify that all the information contained in this claim form is true and accurate. I certify that I have seen the customer's military ID and confirmed his/her military status. I am authorized to sign on behalf of the above-named Kawasaki dealership.

Authorized Dealership Signature \_\_\_\_\_ Print Name \_\_\_\_\_ Date \_\_\_\_\_

**MAIL, FAX OR EMAIL THE COMPLETED CLAIM FORM TO THE ADDRESS SHOWN BELOW  
REFER TO SALES BULLETIN #19-29 ALL DATED March 28, 2019 FOR PROGRAM DETAILS.**

FOR KMC OFFICE USE ONLY:			
<b>NOT APPROVED</b>	<b>PENDING</b>	<b>APPROVED</b>	
Claim Form Not Approved Because:	KMFC Flooring Balance Pay Off	KMFC Flooring Balance Paid Off	
Model Not Eligible	Product Registration Completion	Product Registration Processed	
Unit Not Retailed Within Program Period	Request Signature	Retail Sale date within Pgm Period	
Other:	Request Supporting Documentation		
Comments:			
Status Reviewed By:	Date:	Program Codes: MC/M9M5, ATV/A9M5, PWC/J9M5, SXS/S9M5	

KAWASAKI MOTORS CORP., U.S.A. • ATTN: Programs Admin • P.O. Box 25252 • Santa Ana • CA • 92799-5252  
For assistance call (949)770-0400 Extension 2716 or Email: [ProgramsAdmin@kmc-usa.com](mailto:ProgramsAdmin@kmc-usa.com) or Fax: (949)460-5586

March 28, 2019