

Retail Operator / General Manager	Sales – New Car	Sales - Pre-Owned	Business Manager (F&I)	Service	Parts & Accessories	Administration
Date: 7/8/2008 Bulletin # 32-U-08	Source: Automotive Sales – Pre Owned Title: Pre-Owned Manager - Operations Name: Paul Marston Phone #: (201) 307-4231					



Automotive Sales Bulletin

Pre-Owned Operations

Summary of CPO Program Changes

The purpose of this bulletin is to provide a summary of recently announced CPO Program changes. The changes are listed below in the order in which they take effect. These changes are clear evidence that BMW is supporting your Pre-Owned BMW business more aggressively. We've worked hard to make it easier (and more profitable) for you to sell more Pre-Owned BMWs; we know we can count on you to take the Pre-Owned BMW business to the next level.

Bulletin #	Issue Date	Date of operational change	Summary of CPO Program Change
28-U-08	6-25-08	7-1-08	Windshields – NON OEM windshields that are “sound” no longer need to be replaced with an OEM windshield. Note that any windshield meeting CPO Manual guidelines for replacement must still be replaced with an OEM BMW windshield.
28-U-08	6-25-08	7-1-08	“Star” Tires – The requirement to use only “Star” marked replacement tires has been eliminated. Only the tires specified in KSD meet BMW CPO guidelines.
29-U-08	6-26-08	7-1-08	Condition Based Service (CBS). Both <i>Due</i> and <i>Recommended</i> maintenance actions should be performed. CPO guidelines have not changed for vehicles that do not have Condition Based Service.
28-U-08	6-25-08	8-1-08	Vehicle History Report. Effective August 1, 2008 CARFAX will be the only accepted Vehicle History Report as part of the CPO certification process.
27-U-08	6-17-08	8-5-08	New CPO Enrollment Fees will be effective on new enrollments commencing August 5, 2008. Prior CPO enrollments keep old pricing.
31-U-08	7-7-08	9-1-08	Dinan modified vehicles will not be accepted into the CPO Program effective 9-1-08.

Operational Change:	Effective Date			
	1 July	1 Aug.	5 Aug.	1 Sept.
Windshields	→			
“Star” Tires	→			
Condition Based Service	→			
CARFAX		→		
Enrollment Fees			→	
Dinan				→

Need help or have questions? Please contact any of the CPO support personnel below for help.

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