



Subaru of America, Inc.

September 15, 2010

2011 TRIBECA MODELS<sup>(1)</sup>

Model Code	Model / Trim	Transmission	Emissions Spec. Code*	Applicable Options	MSRP including \$725		Dealer Invoice Including \$725					
					MSRP (1)(2)	Dest & Del'y (3)	Dealer Invoice (4)	Dest & Del'y (3)	Hold-Back (5)	Market Asst. (5)	Floor Plan (6)	Gas Allowance(7)
BTC	Tribeca 3.6R Premium	5AT-s	U4	01	\$30,495	\$31,220	\$28,635	\$29,360	\$610	\$610	\$220	\$75
BTD	Tribeca 3.6R Limited	5AT-s	U4	01, 04, 08, 17	\$32,495	\$33,220	\$30,565	\$31,290	\$650	\$650	\$220	\$75
BTE	Tribeca 3.6R Touring	5AT-s	U4	01, 13, 18	\$35,795	\$36,520	\$33,611	\$34,336	\$716	\$716	\$220	\$75

2011 TRIBECA OPTION PACKAGES (OP)<sup>(1)</sup>

OP Code	Description	MSRP (1)(2)	Dealer Invoice (4)	Hold-Back(5)	Market Asst.(5)
01	Standard Model	N/A	N/A	N/A	N/A
04**	Power Moonroof Package	\$1,500	\$1,304	\$30	\$30
08**	Power Moonroof Package + Navigation System	\$3,700	\$3,216	\$74	\$74
13**	Navigation System	\$2,200	\$1,913	\$44	\$44
17**	Power Moonroof Package + Navigation System + Rear Seat Entertainment System (RSES)	\$5,500	\$4,781	\$110	\$110
18**	Navigation System + Rear Seat Entertainment System (RSES)	\$4,000	\$3,479	\$80	\$80

\*SPEC CODE U4 = CERTIFIED IN ALL 50 STATES

\*\*See Standard Equipment pages on [SubaruNet.com](http://SubaruNet.com) for details regarding Power Moonroof Package and Navigation System.

- (1) Prices, specifications, options/features and models subject to change without notice.
- (2) Retail prices shown are suggested prices only and do not include licenses and state or local taxes. Pre-delivery services are included. The dealer will be reimbursed for items required in the service department section of the Dealer Preparation Checklist (download on [SubaruNet.com](http://SubaruNet.com)). The reimbursed amount is based on the dealer's approved hourly warranty labor rate multiplied by 0.6 for Tribeca models without navigation and 0.7 hours for models with Navigation.
- (3) Destination & Delivery of \$725 includes handling & inland freight charges to the dealer's location and may vary in the following states: CT, HI, MA, ME, NH, NJ, NY, RI, and VT. Destination & Delivery to dealers in Alaska is \$875
- (4) Dealer Invoice applies to SOA wholly-owned regional dealers. Independent Distributors are free to establish their own dealer prices and destination & delivery charges.
- (5) Holdback and Market Assistance reimbursements are based on dealer wholesale purchases and are paid the month following the draft.
- (6) The Dealer Floorplan Assistance credit is a fixed amount set by car-line for the model year, which is intended to help defray dealers' inventory carrying cost and help cover the dealer's expense in the event of early drafting. It will be credited to the dealer's monthly statement on wholesale purchases.
- (7) The Dealer Gas Allowance program is a fixed amount set by car-line for the model year and will be reimbursed to the dealer's monthly statement based on retail sales.