



Mercedes-Benz  
STAR ACCESS<sup>SM</sup>

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new sales / distribution

# newschannel update

TO: Dealer Principals, General Managers, Sales Managers, Fleet Managers	FROM: Rob Teitelbaum, Department Manager Fleet Operations
RE: February 2018 Fleet Incentive Enhancement for ALL Fleet Accounts	DATE: February 1, 2018

Fleet Operations is pleased to announce incentive enhancements effective February 1, 2018. These incentive enhancements apply to **ALL FLEET ACCOUNTS** and will remain in effect until February 28, 2018.

Model Year 2018	
Model Class	Fleet Incentive
CLA-Class	\$1,250
C-Class (Sedan)	\$1,250
C-Class (Coupe & Cab)	\$1,000
E-Class (Sedan)	\$2,000
E-Class (Coupe)	\$1,000
E-Class (Cab & Wagon)	\$500
CLS-Class	\$500
S-Class (Sedan) (excludes S450V/V4)	\$1,500
S-Class S450V/S450V4	\$3,500
SLC-Class	\$1,000
SL-Class	\$1,500
GLA-Class	\$1,000
GLC- (Coupe)	\$500
GLC- (SUV)	\$1,500
GLE- (Coupe)	\$500
GLE-(SUV)	\$1,000
GLS-Class	\$1,000
G-Class (excludes G550 4x4 <sup>2</sup> )	\$500
Mercedes-Maybach	\$500

Model Year 2017	
Model Class	Fleet Incentive
B-Class	\$3,000
CLA-Class	\$1,250
C-Class (Sedan)	\$2,500
C-Class (Coupe & Cab)	\$2,000
E-Class (Sedan)	\$2,500
E-Class (Coupe & Cab)	\$3,500
E-Class Wagon	\$1,500
CLS-Class	\$2,500
S-Class (Sedan)	\$5,500
S-Class 550C4	\$5,500
S-Class 63C4/S65C	\$10,500
S-Class Cab (S550A)	\$10,500
S-Class (S63A4/S65A)	\$20,500
Mercedes-Maybach	\$4,500
SLC-Class	\$1,500
SL-Class	\$2,500
GLA-Class	\$1,250
GLC (SUV)	\$1,500
GLC (Coupe)	\$500
GLE (SUV) (excludes GLE43W4)	\$1,500
GLE43W4	\$2,000
GLE (Coupe)	\$500
GLS-Class	\$1,750
G-Class (excludes G550 4x4 <sup>2</sup> )	\$500
<i>sm art</i>	
smart ICE Coupe *	\$1,250/\$1,750/\$2,250
smart ICE Cabriolet **	\$500/\$1,000/\$1,500
smart EV	\$500/\$2,000

- \* MY 17 smart ICE Coupe \$1,250 combinable with MBFS Special Lease or \$1,750 incentive combinable with special APR or \$2,250 is non-combinable incentive available for clients with their own source of funds.
- \*\* MY 17 smart ICE Cab \$500 combinable with MBFS Special Lease or \$1,000 incentive combinable with special APR or \$1,500 is non-combinable incentive available for clients with their own source of funds.
- MY 17 smart EV \$500 combinable with MBFS Special Lease or \$2,000 is non-combinable incentive available for clients with their own source of funds.

**PROGRAM NEWS** - Please remember that all dealers have the ability to self-generate EAB & FEP control numbers for non-automated Affinity accounts. Please consult your dealership management or call the fleet operations hotline for any additional assistance.

Affinity partners who use an automated control number generation platform will continue to require their members to log on to the respective website to participate in our fleet program. This requirement is made to ensure the applicant's member status is active and in good standing.