



Mercedes-Benz
STAR ACCESSSM

MERCEDES-BENZ USA, LLC
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MBUSA.com

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 ²)	\$500
Mercedes-Maybach	\$500
smart	
smart EV	\$500/\$2,000

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 ²)	\$500
smart	
smart ICE Coupe *	\$1,250/\$1,750/\$2,250
smart ICE Cabriolet **	\$500/\$1,000/\$1,500
smart EV	\$500/\$2,000

MY18 smart EV \$500 combinable with MBFS Special Lease or \$2,000 is non-combinable incentive available for clients with their own source of funds.

* MY17 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.

** MY17 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.

MY17 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.



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Program forms are being updated to reflect this enhancement. If a customer's form is not current, the updated incentive may be written in by the selling dealer. MSS will reimburse your dealership the enhanced fleet incentive after the fleet DDR is submitted. These incentives may not be applied retroactively to cars already DDR'd. **All fleet sales for incentive enhancements must be DDR'd by close of business February 28, 2018.**

Prior to finalizing the transaction, please verify program compatibility by referencing the monthly Compatibility Matrix, **AND check the validity of the Control Number in NetStar using the 'Control Number Inquiry Screen'.**

Fleet Programs are not eligible for use with Brokers. Broker involvement will result in audit failure and chargeback. Strict adherence to program guidelines will ensure the ongoing security and integrity of our programs. Inquiries can be directed to your National Account Manager or the Fleet Operations Department at (866) 628-7232. NetStar questions should be directed to NetStar help desk at (888) 963-8782

Thank you and Good Selling,

Rob Teitelbaum,
Department Manager, Fleet Operations

