

VOLUME FLEET DISCOUNTS

Auto manufacturers have different fleet incentives and VIP programs with pricing tiers that are based on the volume of vehicles to be purchased by a community in the coming model year. These volume discounts allow your community to acquire vehicles for thousands of dollars less than typical retail prices at car dealerships. Here are the basic steps to include in your plan that will ensure you'll receive the maximum fleet discounts:



- First, make sure you have been assigned a Fleet Account Number from each manufacturer from which you acquire vehicles. You must be registered and approved as a fleet operator to receive fleet discounts.
- Complete a forecast of how many vehicles you need to replace next year and factor the fleet discounts into your vehicle acquisition budget calculations.
- Work through your Fleet Management Company (FMC) to find out all of the incentives and rebates that you qualify to receive. Your FMC monitors the manufacturer incentive programs, which change frequently and are vastly different from one car company to another. Fleet rebates even vary from one geographic region to another, and you need all of this information to be sure you're receiving the maximum discounts.

The total life-cycle cost of each vehicle in your fleet is impacted significantly by the initial purchase price, so taking time to be sure you're receiving ALL of the discounts for which you are eligible really does pay off!

Our specialists are available to answer questions and offer guidance on a courtesy basis by clicking [here!](#)

