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## Wholesale Price Report

2009 Mercedes-Benz C-Class 4dr  
Sdn 3.5L 4MATIC AWD

4-door Compact Passenger Car

**Manufacture warranty**

<<< PRELIMINARY 2009 WARRANTY >>>  
Basic: 4 Years/80,000 km 2 Years/40,000 km  
wear and tear Corrosion: 5 Years/120,000 km  
Roadside Assistance: 4 Years/Unlimited km  
24-Hour Assistance

**Fuel economy**

EnerGuide Estimate - City (L/100 km): 12.5  
EnerGuide Estimate - Hwy (L/100 km): 8.2



	Retail Price *	Wholesale Price **
<b>Base</b>	<b>\$50,400.00</b>	<b>\$45,860.00</b>
<b>Freight</b>	<b>\$1,995.00</b>	<b>\$1,995.00</b>
<b>Optional equipment selected</b>		
- FEDERAL AIR CONDITIONING EXCISE TAX (-EXTAX)	\$100.00	\$100.00
- SOLID PAINT (-PT)	\$0.00	\$0.00
- ARTICO LEATHER SEAT TRIM (1__)	\$0.00	\$0.00
- PREMIUM PKG -inc: COMAND APS w/hard drive-based navigation system, DVD changer, PCMCIA memory card interface, 4GB storage, LINGUATRONIC voice control, panoramic sunroof, KEYLESS-GO, rear window sunshade (MPP)	\$4,600.00	\$3,955.00
- MEDIA INTERFACE PKG -inc: iPod/USB/auxiliary connectivity cables w/glovebox-mounted jack (REQ: MPP Premium Pkg) *Late availability* (518)	\$375.00	\$325.00
- BLACK BIRDS EYE MAPLE WOOD TRIM (732)	\$0.00	\$0.00
<b>Totals including all items above</b>	<b>\$57,470.00</b>	<b>\$52,235.00</b>

\* **Retail Price** - Also referred to as the M.S.R.P. or Manufacturer Suggested Retail Price or Retail Factory Price. The price the dealer wants you to pay.

\*\* **Wholesale Price** - Also referred to as the Dealer Invoice Price, Dealer Factory Price or Dealer Cost. The price the dealer pays for the car, before adjusting for any applicable Factory Incentives. To start your negotiations, take this number, add a fair dealer markup/profit (3%-6% on most cars) and deduct any applicable factory incentive below.