



ANNUAL TRAINING FEE - ATF

Last year Mercury University eliminated the Annual Video Fee and replaced it with the Annual Training Fee, ATF. Each September your Dealership will automatically be billed for the Annual Training Fee. Just like in the past, this fee will vary depending upon the products you are contracted for. This once a year fee will again simplify billing and will offer a great cost savings opportunity to your Dealership when utilizing Mercury University's training resources.

The ATF Fee is an incredible value, giving your technicians unlimited access to the classroom courses across the USA and Canada. In addition, you will receive one copy of each new E-Skill course and one copy of every new Tech Service Media (TSM) DVD released.

Components of the Annual Training Fee

- Tech Service Media (TSM) DVDs
- New E-skill Courses (but not including Tests)
- Access to the Classroom for hands-on training
- Automatic Billing in September

What the Annual Training Fee Covers

- It will continue to provide your Dealership with one copy of every Technical Service DVD released
- It will include one copy of every new E-Skill Course released after October 1, 2004, at no charge, which will be automatically mailed to your Dealership upon release
- It will continue to provide you attendance to the classroom at no charge. Keep in mind, you must sign up for classroom courses before all seats are filled
- It will help us to partially off-set the cost of running our service schools
- It will not include E-Skill test fees, Certified or Master Test fees, or a guaranteed classroom seat

Annual Training Fees

Single Product Line Dealers (MerCruiser or Outboard)	Dual Product Line Dealers (Both MerCruiser & Outboard)
Annual Training Fee \$425	Annual Training Fee \$550

Dealers Choosing Not to Participate in the Annual Training Fee

Dealers will automatically be billed for the Annual Training Fee each September. Dealers may elect not to participate. If you elect not to participate in the Annual Training Fee then you will pay the individual classroom fees listed that pertain to the class you're looking to enroll in. You will also be required to pay for all E-Skill course fees and Tech Service Media, (TSM) DVDs. Dealers that choose not to participate in the Annual Training Fee must contact Mercury University prior to **December 1, 2004** and elect not to participate in 2004-2005 Annual Training Fee Program.

Below are the training elements to consider when not participating in the Annual Training Fee:

- All Classroom Fees apply
- All E-Skill course fees apply, and all Tech Service Media (TSM), DVD fees apply