

FDCI-00551	2007 FORD TRUCK COMMERCIAL CONNECTION (PGM#32146) (NATIONAL)	Last Updated 07/31/2006
Date	July 31, 2006	
Overview	<p>Ford Division is announcing the 2007 Ford Truck Commercial Connection. This program is designed to encompass all aspects of caring for the commercial customer in a single comprehensive program.</p> <p>Highlights of the program include the continuation of the 2006 enhancement to offer reimbursement (up to \$1,000) on F-250 & F-350 Super Duty Pickup snow plow upfits costing \$1,200 or more for 2007 (must be equipped with "86M Snow Plow Prep Package" to be eligible).</p> <p>Complete details provided below.</p>	
Program Dates	<p>August 1, 2006 through July 31, 2007</p>	
Program Number(s)	#32146	
Eligible Vehicle(s)	<p>- E-Series (E-150, E-250 & E-350 Cargo Vans; E-150 & E-350 Wagon; E-350 and E-450 Super Duty Cutaways and Stripped Chassis excluding E35/E45 with option 47M).</p> <p>Special Note: New 2006/2007-Model E-Series Cargo Van with PEP Package 743A, 753A or 763A and delivery type 7 or D are eligible.</p> <p>- F-Series through F-550 (Excl. Harley Davidson).</p> <p>- LCF</p> <p>- Ranger</p> <p>- Freestar Cargo Van</p> <p>Note: Final paid vehicles are not eligible</p>	
Incentive Amount - - - E-Series	<p>- E-Series Cargo Van:</p> <p>A choice of a \$300 cash incentive or \$1,200 upfit reimbursement, excluding available factory installed options, on minimum combined eligible commercial upfits costing \$1,200 for the purchase or lease of any new 2006/2007-Model E-Series Cargo Van with PEP Packages 740A, 750A, 760A, or any new 2006/2007-Model E-Series Cargo Van with PEP Packages 743A, 753A, or 763A and with Delivery Types 7 or D.</p> <p>See following notes:</p> <p>Note: Any 2006 or 2007-Model E-Series Cargo Van with factory installed No Charge Masterack® Racks & Bins (Option Code 31G) or No Charge EconoCargo® Interior System (Option Code 31B) or No Charge QuietFlex interior system (Option Code 31Q) is ineligible for any other 2007 Ford Truck Commercial Connection Program offers.</p> <p>Note: FIN customers eligible for 56M discounts may also choose the No Charge Power Group Option (62P), but will be ineligible for any other 2007 Ford Truck Commercial Connection Program offers.</p> <p>- E-Series Wagon:</p> <p>Qualified commercial customers will have a choice of a \$300 cash incentive or \$1,000 upfit reimbursement, excluding available factory installed options, on minimum combined eligible commercial upfits costing \$1,200 for the purchase or lease of any new 2006/2007-Model E-Series Wagon.</p> <p>- E-Series Super Duty Cutaway and Stripped Chassis:</p> <p>Qualified commercial customers are eligible for \$1,000 upfit reimbursement, excluding available factory installed options, on minimum combined eligible commercial upfits costing \$1,200 for the purchase or lease of any new 2006/2007-Model E-Series Super Duty Cutaway or Stripped Chassis, excluding E35/E45 with the optional Motor Home Prep Package (Option Code 47M).</p>	
Incentive Amount - - - F-Series	- F-150 RegularCab, F-150 SuperCab and F-150 SuperCrew:	

	<p>Qualified commercial customers will have a choice of a \$300 cash incentive or a \$500 upfit reimbursement, excluding available factory installed options, on minimum combined eligible commercial upfits costing \$1,200 for the purchase or lease of any new 2006/2007 Model F-150 RegularCab, F-150 SuperCab and F-150 SuperCrew.</p> <p>- F-250/350 SuperDuty Pickup Truck (Excl. Box Delete 66D, Harley Davidson):</p> <p>Qualified commercial customers will have a choice of a \$300 cash incentive or a \$500 upfit reimbursement, excluding available factory installed options, on minimum combined eligible commercial upfits costing \$1,200 for the purchase or lease of any new 2006/2007-Model F-250 and F-350 Super Duty pickup trucks. Snow plow upfits costing \$1,200 or more are available for an additional \$500 upfit reimbursement. (Only trucks with "86M Snow Plow Prep Package" are eligible for the \$1,000 incentive)</p> <p>- F-350/F-450/F-550 Super Duty Chassis Cab & F-250/F-350 Super Duty Box Delete (66D):</p> <p>Qualified commercial customers will receive a \$1,000 upfit reimbursement, excluding available factory installed options, on minimum combined eligible commercial upfits costing \$1,200 for the purchase or lease of any new 2006/2007-Model F-350/F-450/F-550 Super Duty Chassis Cab or F-250/F-350 Super Duty Box Delete (66D) or (669).</p>
Incentive Amount - - - LCF	<p>- LCF:</p> <p>Qualified commercial customers will receive a \$1,000 upfit reimbursement, excluding available factory installed options, on minimum combined eligible commercial upfits costing \$1,200 for the purchase or lease of any new 2006/2007-Model LCF.</p>
Incentive Amount - - - Ranger	<p>- Ranger:</p> <p>Qualified commercial customers will have a choice of a \$300 Cash Incentive or \$500 upfit reimbursement, excluding available factory installed options, on minimum combined eligible commercial upfits costing \$1,200 for the purchase or lease of any new 2006/2007-Model Ranger Regular Cab and Ranger SuperCab pickup.</p>
Incentive Amount - - - Freestar Cargo Van	<p>- Freestar Cargo Van:</p> <p>Qualified commercial customers will have a choice of a \$300 Cash Incentive or \$1,000 upfit reimbursement, excluding available factory installed options, on minimum combined eligible commercial upfits costing \$1,200 for the purchase or lease of any new 2006/2207 Model Freestar Cargo Van.</p>
Eligible Customers	<p>Residents of the United States.</p> <p>Please check the Standard Rule of Eligibility dated 4/06 for eligible counties in your Region.</p>
Eligible Customers - - Proof of Eligibility	<p>For incomplete vehicle sales (e.g. Chassis Cab, Stripped Chassis, Cutaway, LCF, F250 - F350 with Box Delete), proof of business ownership is NOT required.</p> <p>For complete vehicle sales (e.g. Pickups, Vans, Wagons) Dealers are required to verify customer eligibility and retain a photo copy of at least ONE of the following acceptable proofs of eligibility in the sales jacket:</p> <ul style="list-style-type: none"> - Business License (not occupational license) - Department of Agriculture FSA - Copies of "DBA" or assumed name documentation - Articles of Incorporation - Business Incorporation Documents- Sales Tax License - Commercial General Liability Insurance Policy/Public Liability Insurance Policy and/or Workman's Compensation Insurance Policy. - State or Federal forms showing a Federal I.D. Number - Verifiable D&B Listing (linking owner name to business name) - FIN Code is only proof required for customers who have a FIN code. - Crop and/or Livestock Insurance

- Federal Land Use Restriction and/or Land Grant Subsidy Documentation
- Specialized IRS Forms (e.g. Schedule C, Schedule F)*

*Note: Additional documentation is strongly recommended when using specialized IRS forms to prevent chargeback.

- If the vehicle is reported sold to an individual, the dealership MUST be able to provide proof that this individual is the owner (NOT an employee) of a business.

Note: For customers not having any of the proofs listed above, but who you believe to be eligible, contact Program Headquarters at 1-888-848-3673 to review special circumstances and make individual approval/rejection determinations based on the evidence provided.

Note: Business Cards, letterhead, invoices and Business phone listings from Yellow Page Advertisement are NOT acceptable proof of commercial customer eligibility.

Note: Evidence of a listed individuals name in specific profession is NOT an acceptable proof of business.

Eligible Upfits

Including but not limited to:

- Dealer installed commercial accessories
- Snowplows and salt spreaders
- Rear lift gates
- Side racks
- Ladder racks
- Non factory installed racks, bins, and shelving interior packages
- Safety partitions / bulkheads
- Spray tanks and spreaders
- Winches
- Professionally created and permanently installed, painted or vinyl, company graphics / logos.
- Bodies such as contractor, service, ambulance, shuttle bus, crane, utility, high cube, catering, dump, trailer, stationary winch and rollback.
- Transfer cost of an existing commercial body from an old chassis to an eligible new chassis.
- Commuter van equipment

*Note: Any upfit that is in total or in part the equivalent of an available RPO is not eligible. Likewise air conditioning and electronic accessories are not eligible. Ford Motor Company reserves the right, via Program Headquarters, to make final decisions regarding eligibility of types of upfit.

Factory installed options are NOT eligible for reimbursement under the Commercial Connection Program.

Incentive Claiming

Dealers should provide customer and sales information discussed below via telephone or submit an online enrollment form via the Online Program Enrollment Website to Program Headquarters. Do NOT mail documents. Calls should be made prior to delivery to ensure information is processed, thus avoiding potential charge backs after the sale is reported.

Enrollment Procedure

If your dealership engages in selling chassis cabs directly to upfit companies for their ultimate sales to the commercial end-user, your dealership must report those sales in CONCEPS with the proper end-user, after the delay of warranty papers have been submitted.

For FIN customers, Program Headquarters does not have to wait for re-invoicing for sales type 7 and D or to verify non-CPA status. VINCENT will edit for ineligible units and/or charge back the dealer if units do not meet program criteria.

Ford Truck Commercial Connection Program Headquart

A paperless enrollment procedure will be utilized for the Ford Truck Commercial Connection Program. Customers who meet eligibility requirements must be enrolled by following procedures within this communication. Dealers may contact Program Headquarters in one of two ways.

Program Headquarters
Contact Options: Telephone - (888)848-FORD (3673)

Online Program Enrollment Website -

<http://cni.dealerconnection.com>

For optimum efficiency, please have all of the following information ready before calling Program Headquarters.

- Program Number
- Company Name and Owner Name
- Address, City, State, Zip Code
- Vehicle Identification Number
- Retail or Lease; Ford Credit or Other
- Customer's Incentive Choice
- Upfitter's Information (Name, Address, Phone Number)
- Upfit Amount
- Proof of business documentation

Based on the information provided, Program Headquarters will enroll the customer. Dealers will be provided an Authorization Number for use in claiming the incentive via the VINCENT Online Claims Entry System the following business day.

Terms & Conditions

- Standard Rules of Eligibility dated 4/06 apply.
 - Final paid vehicles are NOT eligible.
 - Only trucks with "86M Snow Plow Prep Package" are eligible for the \$1,000 incentive.
 - There is no Rule of limit for the 2007 Ford Truck Commercial Connection Program. If a dealer engages in a sale with a retail customer (not fleet), the rule of limit will be applied through the retail customer cash, RCL cash or APR program the customer chooses.
 - A/X/Z/D-Plan sales are NOT eligible for the program.
 - Dealer demos enrolled under the BPN Commercial Truck Demo Program or the Demonstrator Program for Authorized Pool Accounts are eligible.
 - This incentive may be used in conjunction with other incentives available to the general public including geographically restricted programs.
 - FRCS, LMCRS and other daily rental units are ineligible.
 - Units sold or leased to Ford or Lincoln Mercury dealers are ineligible.
 - Units receiving any form of CPA (56A), GPC (56G), Long-Term Rental (56K) or other concessions are ineligible.
 - Driver education and service loaners are ineligible.
- This incentive may not be used in combination with:
- Any other manufacturers, incentive matching programs.
 - Any other private offers, including those introduced following the announcement of this program and not available to the general public.
 - Vehicles must be part of the day-to-day operation of your business.
 - If you have any questions concerning VINCENT, contact the Marketing Communication Center at (800) 548-3212. As a reminder, to avoid charge backs, please access the VIN SPECIFIC ELIGIBILITY screen on the date of delivery that includes the VIN and correct sales information.

Ford Motor Company Right to Audit

The dealership is required to retain photo copies of all required supporting documentation in the sales jacket, and the dealership is ultimately responsible for providing proof of eligibility. Ford Motor Company will randomly request documentation to audit Dealer's records to ensure compliance with this requirement. The participating dealership agrees to make available the dealership's records to Ford Motor Company personnel for audit of the vehicle sales claim under this program. Dealers MUST retain for at least two years all records and documents, including journal and ledgers that relate in any way, in all or in part, to covered transactions. Failure to retain such documents will result in chargebacks of paid incentives. Standard Eligibility Rules of 6/05 apply

Reporting Information Form

There is a "Reporting Information Form" available for this program to assist you in either calling or going online to Program Headquarters.

Online Program Enrollment Website - <http://cni.dealerconnection.com>