

North American Fleet, Lease and Remarketing Operations
CUSTOMER ASSOCIATION INCENTIVE MATRIX FOR VINCENT PROGRAM 96174

(Program Dates: January 5, 2016 through January 3, 2017)h

Q1 2016 Update Effective January 5, 2016

Model/Brand Ford/Lincoln	2015 Models			2016 Models		
	56M National Incentive ^f (Off-Invoice)	+ Association Incentive (Customer Cash)	= Association Incentive and 56M	56M National Incentive ^f (Off-Invoice)	+ Association Incentive (Customer Cash)	= Association Incentive and 56M
C-MAX Energi ^o	\$ 500	\$ -	\$ 500	\$ 500	\$ -	\$ 500
C-MAX Hybrid	1,000	-	1,000	1,000	-	1,000
E-SERIES ^{a, c}	2,500	450	2,950	2,500	450	2,950
EDGE	2,000	-	2,000	2,000	-	2,000
ESCAPE	1,500	450	1,950	1,500	250	1,750
EXPEDITION / EXPEDITION EL	3,500	-	3,500	3,500	-	3,500
EXPLORER 4-DR (less Utility Police Interceptor)	1,750	-	1,750	1,750	250	2,000
FIESTA ^o	750	350	1,100	1,000	-	1,000
FLEX	1,500	-	1,500	1,500	-	1,500
FOCUS less S ^o	2,000	-	2,000	2,000	-	2,000
FOCUS S ^o	1,500	-	1,500	1,500	-	1,500
FUSION ^o	1,500	1,000	2,500	2,250	100	2,350
FUSION Energi ^o	1,500	-	1,500	1,000	-	1,000
FUSION Hybrid ^o	750	1,000	1,750	750	500	1,250
F-150 REGULAR CAB XL	1,000	-	1,000	1,000	3,000	4,000
F-150 SUPER CAB/CREW CAB XL	1,500	1,000	2,500	1,500	3,000	4,500
F-150 REGULAR CAB XLT	2,000	-	2,000	2,000	2,000	4,000
F-150 SUPER CAB/CREW CAB XLT ^o	2,500	500	3,000	2,500	2,000	4,500
F-150 SC/CC (KING RANCH/PLATINUM)	1,500	-	1,500	1,500	-	1,500
F-150 SC/CC LARIAT ^o	1,500	-	1,500	1,500	-	1,500
SUPER DUTY Gas ^b	2,750	700	3,450	2,750	750	3,500
SUPER DUTY Diesel ^b	3,000	450	3,450	3,000	750	3,750
F-650 (Gas)	4,000	-	4,000	4,000	-	4,000
F-650 (Diesel)	4,500	-	N/A	4,500	-	4,500
F-650 Tractor (Diesel)	N/A	-	N/A	4,500	-	4,500
F-750 (Gas)	N/A	-	N/A	5,000	-	5,000
F-750 (Diesel)	5,500	-	5,500	5,500	-	5,500
F-750 Tractor (Diesel)	N/A	-	N/A	5,500	-	5,500
MKC	1,250	1,250	2,500	1,250	1,250	2,500
MKS	1,500	500	2,000	1,500	-	1,500
MKT ^c	1,600	1,650	3,250	1,600	-	N/A
MKX	2,000	-	2,000	2,000	-	2,000
MKZ	2,000	1,500	3,500	2,000	1,500	3,500
MKZ Hybrid	-	3,500	3,500	-	3,500	3,500
MUSTANG ^o	750	150	900	750	-	750
NAVIGATOR / NAVIGATOR L ^c	2,500	1,000	3,500	2,500	-	2,500
TAURUS (less Sedan Police Interceptor)	2,500	1,000	3,500	2,500	-	2,500
TRANSIT	1,500	950	2,450	1,500	1,000	2,500
TRANSIT CONNECT VAN	750	750	1,500	750	250	1,000
TRANSIT CONNECT WAGON w/o 86T Taxi Pkg	750	1,750	2,500	750	-	750
TRANSIT CONNECT WAGON w/ 86T Taxi Pkg	1,000	-	1,000	1,000	-	1,000

Ford Authorized Pool Accounts cannot order vehicles with a fleet incentive. Ford dealer must apply for fleet incentive on eligible commercial applications following pool account assignment of chassis to Ford dealer. Ford complete vehicles, purchased from select body manufacturers, may not be eligible.

a/ The E-Series 47M – Motorhome Prep Package is not eligible.

b/ The F5D/F5K Motorhome Stripped Chassis is not eligible.

c/ Limo/Livery/Hearse FINs are not eligible.

e/ 56M and/or Tier incentives are \$0 on C-MAX, Fiesta, Mustang GT (P8C/P8F), Mustang Shelby (P8J/P8K) or 50th Anniversary (P8R), F150 Raptor, Focus Electric (P3R), and all Hybrid/Electric vehicles unless otherwise noted. Units are still eligible for Fleet Equalization.

f/ National Fleet Incentives include: Fleet Special Account Credit and all applicable Commercial Fleet Credits.

h/ Incentive amounts are typically updated quarterly unless otherwise noted.

i 16MY F-150 Limited is \$0

Version 1: 1/5/16