

North American Fleet, Lease and Remarketing Operations
CUSTOMER ASSOCIATION INCENTIVE MATRIX FOR VINCENT PROGRAM 96210

(Program Dates: January 3, 2019 through January 2, 2020)^h

Q2 2019 Update Effective April 2, 2019

Model/Brand Ford/Lincoln	2018 Models			2019 Models		
	56M National Incentive ^f (Off-Invoice)	+ Association Incentive (Customer Cash)	= Association and 56M	56M National Incentive ^f (Off-Invoice)	+ Association Incentive (Customer Cash)	= Association and 56M
C-MAX Energi ^e	N/A	\$ -	\$ -	N/A	\$ -	\$ -
C-MAX Hybrid	1,750	-	1,750	N/A	-	-
E-SERIES ^a	2,500	300	2,800	2,500	300	2,800
EDGE	2,500	700	3,200	2,500	200	2,700
ESCAPE	1,500	1,700	3,200	1,500	1,500	3,000
EcoSport	1,000	1,100	2,100	1,000	700	1,700
EXPEDITION/EXPEDITION EL ^c	3,500	-	3,500	3,500	200	3,700
EXPLORER 4-DR (less Utility Police Interceptor)	1,750	1,450	3,200	1,750	750	2,500
FIESTA	1,000	2,000	3,000	1,000	1,500	2,500
FLEX	1,500	1,500	3,000	3,000	200	3,200
FOCUS less S ^e	2,000	2,000	4,000	-	-	-
FOCUS S ^e	1,500	2,500	4,000	-	-	-
FUSION ^e	2,000	500	2,500	2,000	200	2,200
FUSION Energi ^e	1,000	1,750	2,750	1,000	1,700	2,700
FUSION Hybrid ^e	2,000	1,200	3,200	2,000	900	2,900
Fusion Taxi	N/A	-	-	1,500	-	1,500
F-150 Regular Cab XL (Gas & Diesel)	3,000	1,250	4,250	3,000	200	3,200
F-150 Super Cab/Crew Cab XL (Gas & Diesel)	3,000	1,250	4,250	3,000	200	3,200
F-150 Regular Cab XLT (Gas & Diesel)	4,000	1,500	5,500	4,000	200	4,200
F-150 Super Cab/Crew Cab XLT (Gas & Diesel) ^e	4,000	1,500	5,500	4,000	200	4,200
F-150 SC/CC King Ranch/Platinum/Limited (Gas & Diesel)	1,500	2,750	4,250	1,500	1,200	2,700
F-150 SC/CC Lariat (Gas & Diesel)	1,500	2,750	4,250	1,500	1,200	2,700
SUPER DUTY Gas ^b	2,750	200	2,950	2,750	200	2,950
SUPER DUTY Diesel ^b	3,000	200	3,200	3,000	200	3,200
F-650 (Gas)	4,000	-	4,000	4,000	-	4,000
F-650 (Diesel)	4,500	-	4,500	4,500	-	4,500
F-650 Tractor (Diesel)	4,500	-	4,500	4,500	-	4,500
F-750 (Gas)	5,000	500	5,500	5,000	-	5,000
F-750 (Diesel)	5,500	-	5,500	5,500	-	5,500
F-750 Tractor (Diesel)	5,500	-	5,500	5,500	-	5,500
Continental ^{c,e}	-	1,700	1,700	1,500	200	1,700
MKC ^a	1,250	2,750	4,000	1,250	200	1,450
MKT ^c	1,600	1,400	3,000	1,600	600	2,200
MKX ^e	2,000	3,000	5,000	2,000	200	2,200
MKZ ^e	3,500	500	4,000	3,500	200	3,700
MKZ Hybrid	3,500	500	4,000	3,500	200	3,700
MUSTANG ^e	750	1,750	2,500	750	950	1,700
NAVIGATOR / NAVIGATOR L ^{c,e}	2,500	-	2,500	2,500	600	3,100
Ranger ^e	N/A	-	-	750	200	950
TAURUS (less Sedan Police Interceptor)	2,500	1,500	4,000	2,500	-	2,500
TRANSIT VAN	2,500	1,100	3,600	2,500	1,200	3,700
TRANSIT WAGON	2,500	1,700	4,200	2,500	1,200	3,700
TRANSIT CONNECT VAN	1,250	1,950	3,200	1,250	700	1,950
TRANSIT CONNECT WAGON w/o 86T Taxi Pkg	1,250	1,950	3,200	1,250	700	1,950
TRANSIT CONNECT WAGON w/ 86T Taxi Pkg	1,250	1,050	2,300	1,250	-	1,250

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 F50/FSK Motorhome Stripped Chassis is not eligible.

^c 56M is not compatible with Limo (LC) FINs. 56M is not available with Livery FIN vehicle lines: Continental; Navigator L; MKT Town Car and Expedition EL.

^e 56M and/or Tier incentives are \$0 on all 18MY Black Label and 19MY Navigator Black Label, Mustang GT/Shelby/Bullitt (P8C/P8F), (P8J/P8K).

F150 Raptor, Focus RS, Focus Elec(P3R),19MY Ranger XL, all Hybrid/Electric and 18MY Continental 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.

Version 2: 3/21/19