



North America Fleet, Lease and Remarketing Operations 2021 MY Dealer Fleet Support Program

PROGRAM DESCRIPTION:

This program is designed to assist dealers with costs incurred on fleet sales delivered through another same franchise Ford or Lincoln dealer located 100 or more miles away from the ordering/selling dealer's location.

- Calculation of the 100 or more miles distance is based on the highway mileage from the ordering/selling dealer's center-of-town to the ship-to dealer's center-of-town.
- Dealer Fleet Support Program can provide up to a total **\$300** allowance to the ordering/selling dealer for each vehicle sold or leased to an eligible fleet account and will appear as two separate items on your Dealer Payment Statement:
 - Distant Delivery Program \$150
 - Fleet Dealer Assistance Program \$150
- Payment of the allowance is made automatically through the Dealer Payment Statement, based upon NAVIS ordering and delivery information.
- Re-billed units are ineligible.
- Eligible vehicles reported sold by the first of the month will be included for payment on the Dealer Payment Statement on the 22nd of that same month.
- Program will not pay allowance on sales reported 180 days or more beyond the actual delivery date.

ELIGIBILITY GUIDELINES – ORDERING AND SALES REPORTING

- Vehicle lines include all 2021 Model Ford &, Lincoln cars and trucks.
- Vehicles must be ordered fleet: order type '0' and with an active FIN.
- Ordering dealer code must match selling dealer code with the exception of units ordered from authorized Commercial/Bailment Pools (District 86 and 87). District 86 and 87 are eligible for payment after units have been reported sold to an eligible FIN and meet the other rules of eligibility for Dealer Fleet Support Program.
- Vehicles must be reported sold to fleet customers with a valid end-user FIN and with one of the following fleet delivery types:
 - 7 – Commercial fleet customer with FIN
 - D – Ford Motor Credit Company Commercial Lease to a customer with a valid FIN or sale to a leasing company for lease to a customer with a valid FIN
 - S – Sale to the federal government
 - T – Sale to a leasing company for end-user federal agency
- Units sold to leasing companies, banks, credit unions, other financial institutions and body modification companies are eligible only if the fleet end-user of the vehicle has met the fleet eligibility requirements. The FIN must be submitted at time of order and when unit is reported sold. Generic FIN codes (e.g. 9Z999) are ineligible.

INELIGIBLE UNITS

- Vehicles sold or leased to daily rental companies or units placed in daily rental service.
- Units drop shipped to non-dealer locations (designated by "86", "87" or "88" drop-ship prefix codes or narrative ship-to location).
- Units ordered for/delivered from dealer stock.
- Units sold for export outside the 50 United States.
- Units sold or leased to customers who do not have a valid Ford FIN.
- Vehicles reported sold with one of the following fleet delivery types are ineligible:
 - 3 – Sale to state and local governments
 - # – Sale to a leasing company for end-user state and local governments
 - 4 – Sale to other daily rental accounts
 - C – Sale to Ford Rent-A-Car and Lincoln Mercury Car Rental Systems
 - H – Sale to Hertz Rent-A-Car corporate and licensees
 - M – Sale to Budget Rent-A-Car corporate and licensees
- Vehicles reported with any retail delivery type are ineligible including the following:
 - 6 – Sale to leasing firms for lease to an individual
 - E – Sale to a commercial customer without a FIN
- Selective ordering of vehicles utilizing multiple dealer codes (including secondary dealer codes) for the purpose of qualifying for the program.
- Reciprocal sales and delivery arrangements between dealers for the purpose of qualifying for the program.
- Terminated dealer codes will not be paid Dealer Fleet Support allowances.
- Units ordered with Generic FIN Codes (e.g. 9Z999).
- Units that are diverted and/or any unit that was not ordered with a valid ship-to code at the time of order.

CALL 1-800-34-FLEET IF YOU HAVE ANY QUESTIONS

Questions regarding this or any other fleet program should be directed to our Fleet Customer Information Center at 1-800-34-FLEET (pick 2).