

**2020/2021 Model Year Ford/Lincoln National Fleet Incentives as of
3/4/20**

VEHICLE	NATIONAL COMMERCIAL FLEET INCENTIVE \$(56M)
20MY FORD CARS & CUV'S	
Fusion Gas	2000
Fusion Hybrid	2000
Fusion Energi	1000
Fusion Police Hybrid f/	500
Mustang b/	750
20MY FORD TRUCKS & SUV'S	
EcoSport	1000
Edge	2500
Escape SE Gas, SEL Gas, Titanium Gas	1500
Escape S Gas, Hybrid, PHEV	1000
Explorer Base XL	500
Explorer XLT/Limited Hybrid	1000
Explorer Limited (Gas)/ST/Platinum	1500
Explorer Police Interceptor Utility f/	1500
Expedition	3500
F-150 Reg Cab XL	3000
F-150 Super Cab/Crew Cab XL	3000
F-150 Reg Cab XLT	4000
F-150 Super Cab/Crew Cab XLT	4000
F-150 Super Cab/Crew Cab (KR/Lariat/Limited/Plat)	1500
F-150 Police Responder f/	2000
F-Series Super Duty (o/8500 GVWR)- Gas d/	2750
F-Series Super Duty (o/8500 GVWR)- Diesel d/	3000
F-Series Super Duty F-600 **NEW**	2000
Ranger XLT	750
Ranger Lariat	750
Transit Connect Van	1250
Transit Connect Wagon (w/86T Taxi & w/o 86T Taxi)	1250
Transit AWD (Van & Wagon)	1500
Transit RWD (Van & Wagon)	2000
20MY LINCOLN CUV'S	
Aviator Gas b/	2000
Aviator PHEV b/	1500
Continental	1500
Corsair	1250
MKZ/MKZ Hybrid	3500
Nautilus	2000
Navigator b/	2500
21MY FORD TRUCKS & SUV'S	
E-Series Cutaway/Stripped Chassis d/e	2500
Medium Truck F650 - Gas d/	4000
Medium Truck F650 Diesel d/	4500
Medium Truck F650 Tractor Diesel d/	4500
Medium Truck F750 Gas d/	5000
Medium Truck F750 Diesel d/	5500
Medium Truck F750 Tractor Diesel d/	5500

Note National Fleet Incentives include: National Fleet Incentive, Fleet Special Account Credit and all applicable Commercial Fleet Credits (see below for Terms and Conditions).

- a/ 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. Unit must be reported sold to a valid end-user FIN.
- b/ 56M incentive is \$0 on F-150 Raptor, Mustang GT (P8C/P8F), GT 500 (P8S), HB Coupe (P8J), Mustang Bullitt (P8K), Aviator Black Label, Navigator Black Label, Ranger XL, and all other Hybrid/Electric vehicles unless otherwise noted.
- c/ 56M is not available with Livery vehicle lines: Navigator L; MKT Town Car and Expedition EL. 56M is not compatible with Limo or Hearse (LC) FINs.
- d/ Ford complete vehicles, purchased from select body manufacturers, may be ineligible for fleet incentives.
- e/ The E-Series 47R – Motorhome Package is ineligible for National Fleet Incentives.
- f/ For security use vehicles only. Ford Fleet pre-approval is required. Contact 1-800-34FLEET (press "2" & then "3")

Terms and Conditions

Fleet Identification Number (FIN) Requirement

- A FIN is required to qualify for National Fleet Incentives. To apply for a FIN code:
 - Call 1-800-34FLEET (press "1" & "1" again) or
 - Visit www.fleet.ford.com/register/FINRegistrationForm.asp
- Ford reserves the right to "In-activate" any End User FIN with no sales activity over the past 5 calendar years.
- Fleet Management Companies, Banks, Credit Unions, other financial institutions and body modification companies are eligible to request national fleet incentives/credits only if the customer (i.e., lessee/purchaser) has met the fleet eligibility requirements and has received a FIN code. All Fleet Management Companies and Body Modifier orders must include their own FIN code and the end-user FIN code on vehicle orders. (Requirement applies to units ordered from production or sold out of stock.)
- To qualify for a Commercial FIN, an end-user must meet the following requirements:
 - Have registered or leased, for use in their operation, 5 or more new vehicles (any make or model) during the current or preceding calendar or model year, or preceding 13 month period; or,
 - Currently have a fleet of 15 or more vehicles, owned or leased (any make or model) in the United States; or,
 - Currently have a fleet of 5 or more vehicles, all of which are over 20,000 GVWR, owned or leased (any make or model) in the United States (applicable to F650/750 & LCF vehicle lines).

In-Service Requirements

- The minimum in-service requirement for commercial vehicles is 12 months or 20,000 miles (whichever comes first). Customers acquiring vehicles using FIN codes with or without National Fleet Incentives are subject to all 2016 model year fleet program rules, including in-service requirements.
- Customers who violate the minimum in-service requirements may be subject to fleet incentive claim reversals and/or cancellation of their FIN code.
- Customer placement of an order under this program constitutes agreement by customer to the terms and conditions contained herein, as modified by Ford from time to time.

Other

- **Effective 11/1/19 Commercial Connection Upfit programs will no longer be compatible/stackable with 56M. Note: Commercial Seasonal Events remain compatible with 56M.**
- Customers who participate in the Competitive Price Allowance program can request to have vehicles re-invoiced with National Fleet Incentive (56M) in lieu of their Competitive Price Allowance program discount.
- Any regional cash discounts, special value packages (excluding National Discount Packages), customer cash drafts, APR and Special RCL Lease Rates are not available with National Fleet Incentives, unless otherwise stated in a separate program announcement.
- Acceptance of an order in the system does not constitute a commitment from Ford to build a vehicle. Ford reserves the right to limit production, cancel, amend, revise or revoke any program at any time.
- Vehicles ordered for Fleet must be delivered with Fleet delivery types. Vehicles must be registered and operated solely in the 50 United States.
- National Fleet Incentives will be deducted from the factory invoice on vehicles ordered from production with 56M. Fleet units should be ordered from production, although Ford and Lincoln dealers can re-invoice vehicles sold from dealer stock to eligible fleet customers.
- Units purchased out of dealer stock for FIN Code customers must be re-invoiced with the appropriate incentive code and reported sold fleet in order to activate applicable fleet incentives.
- Following a Stock-to-Fleet re-invoice using 56M, the National Fleet Incentive money will be deducted, shown on the adjusted invoice, and payment will be made to the dealer. The dealer must apply that money to the customer's purchase price or reimburse the customer the appropriate amount.
- Any unit purchased from a source other than Ford Motor Company are ineligible, except:
 - Vehicles that are re-billed by Ford Motor Company
 - New and Unused units purchased by a franchised Ford Motor Company dealer from a finance source that obtained the units from a liquidating Ford Motor Company dealer (so long as the purchase price from the finance source equals or exceeds the vehicle's wholesale delivered price from Ford).
- Customers are responsible for maintaining website access code eligibility for their employees.