

## FORD Military Sales 2011 Model Rebates & LRF Options



**Offers Valid:** Note Expiration Dates For STD vs.LRF Offers

**ORDERS IN HOUSE BY 9 July 2010**

**SPOs Must Deliver By LDD in Milquote.**

MODEL	CODE	EXPIRE	OR	LRF RATES & REBATES					
		6 July 2010		EXCLUSIVE MILITARY LRF REBATE** <small>(Includes FMC Bonus Cash<sup>1</sup>)</small>	PLUS	FORD MOTOR CREDIT TERMS*			
		EXCLUSIVE MILITARY STD REBATE**				Low Rate APR Financing			
					36 Mos	48 Mos	60 Mos	72 Mos	
Focus S	P3E	\$2,375	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Focus SE, SEL, SES	P3C-F-D-G-H	\$2,375	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Fiesta	ALL	\$500	OR	\$500	PLUS	4.9%	5.9%	6.9%	8.9%
Fusion	Gas Only - Not Hybrid	\$2,375	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Fusion Hybrid	Stock Only - Limited Alloc.	\$500	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Taurus SE	P2D	\$1,250	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Taurus SEL, Limited, SHO	P2E, P2H, P2F, P2J, P2K	\$1,250	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Mustang	Excl. Shelby	\$2,000	n/a	\$500	PLUS	2.9%	3.9%	4.9%	6.9%
Edge	Excludes K4G- Fleet Only	\$2,750	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Escape	Gas Only - Not Hybrid	\$2,000	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Escape Hybrid	Stock Only - Limited Alloc.	\$0	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Explorer 4-DR	ALL	\$2,000	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Flex	ALL	\$3,125	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Expedition	ALL	\$2,750	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Expedition EL	ALL	\$2,750	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Ranger	ALL	\$2,000	n/a	n/a	n/a	n/a	n/a	n/a	n/a
F-150 Reg Cab	F1C, F1E	\$3,125	n/a	n/a	n/a	n/a	n/a	n/a	n/a
F-150 Sup Cab & SupCrew	X1C-E, W1C-E	\$3,125	n/a	n/a	n/a	n/a	n/a	n/a	n/a
F-150 Raptor	X1E, MEG 517A	\$500	n/a	n/a	n/a	n/a	n/a	n/a	n/a
F-250/350/450 Sup Duty	All	\$3,375	n/a	\$750	PLUS	2.9%	3.9%	4.9%	6.9%
E-Series	NOT RV	\$0	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Grand Marquis	ALL	\$0	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Mercury Milan	Gas Only - Not Hybrid	\$2,000	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Lincoln MKZ	ALL	\$0	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Lincoln MKS	ALL	\$2,375	n/a	\$500	PLUS	3.9%	4.9%	5.9%	7.9%
Town Car	ALL	\$0	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Lincoln MKT	ALL	\$0	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Lincoln MKX	ALL	\$2,750	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Mercury Mariner	Gas Only - Not Hybrid	\$2,000	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Merc. Mariner Hybrid	Stock Only - Limited Alloc.	\$0	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Lincoln Navigator	ALL	\$3,500	n/a	n/a	n/a	n/a	n/a	n/a	n/a

**\*\*Non-Military Customers' rebates will be less the \$500 Active Military Rebate included in the figures above.**

**<sup>1</sup> = For a list of Ford Motor Credit offers by model please see the**

**Ford | Lincoln | Mercury Special Offers & Programs Grid issued with this chart.**

**Rebates/Rates May Be CHANGED/WITHDRAWN At Any Time.**

**\*Not All customers will qualify for these rates.**

## FORD Military Sales 2010 Model Rebates & LRF Options



**Offers Valid:** Note Expiration Dates For STD vs.LRF Offers

**ORDERS IN HOUSE BY 9 July 2010**

**SPOs Must Deliver By LDD in Milquote.**

MODEL	CODE	EXPIRE	OR	LRF RATES & REBATES					
		6 July 2010		EXPIRE 6 July 2010					
		EXCLUSIVE MILITARY STD REBATE**		EXCLUSIVE MILITARY LRF REBATE** (Includes FMC Bonus Cash <sup>1</sup> )	PLUS	FORD MOTOR CREDIT TERMS* Low Rate APR Financing			
					36 Mos	48 Mos	60 Mos	72 Mos	
Focus S	P3E	\$4,000	OR	\$1,000	PLUS	0.0%	1.9%	2.9%	4.9%
Focus SE, SEL, SES	P3C-F-D-G-H	\$4,000	OR	\$1,000	PLUS	0.0%	1.9%	2.9%	4.9%
Fusion	Gas Only - Not Hybrid	\$3,000	OR	\$1,000	PLUS	0.0%	1.9%	2.9%	4.9%
Fusion Hybrid	Stock Only - Limited Alloc.	\$500	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Taurus SE	P2D	\$1,500	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Taurus SEL, Limited, SHO	P2E, P2H, P2F, P2J, P2K	\$1,500	OR	\$500	PLUS	0.0%	2.9%	3.9%	5.9%
Mustang V6	Excl. Shelby	\$4,500	OR	\$3,000	PLUS	0.0%	0.9%	1.9%	3.9%
Mustang GT	Excl. Shelby	\$4,500	OR	\$3,000	PLUS	0.0%	0.0%	0.0%	1.9%
Edge	Excludes K4G - Fleet Only	\$3,500	OR	\$1,500	PLUS	0.0%	0.0%	0.0%	1.9%
Escape	Gas Only - Not Hybrid	\$3,500	OR	\$1,500	PLUS	0.0%	1.9%	2.9%	4.9%
Escape Hybrid	Stock Only - Limited Alloc.	\$500	n/a	n/a	n/a	n/a	n/a	n/a	n/a
SportTrac	ALL	\$2,500	OR	\$500	PLUS	0.0%	0.9%	1.9%	3.9%
Explorer 4-DR	ALL	\$5,000	OR	\$2,000	PLUS	0.0%	0.9%	1.9%	3.9%
Flex	ALL	\$4,000	OR	\$500	PLUS	0.0%	1.9%	2.9%	4.9%
Expedition	ALL	\$3,500	OR	\$500	PLUS	0.0%	1.9%	2.9%	4.9%
Expedition EL	ALL	\$3,500	OR	\$500	PLUS	0.0%	1.9%	2.9%	4.9%
Ranger	ALL	\$3,500	OR	\$1,500	PLUS	0.0%	0.0%	0.0%	0.0%
F-150 Reg Cab	F1C, F1E	\$4,500	OR	\$2,000	PLUS	0.0%	3.9%	4.9%	6.9%
F-150 Sup Cab & SupCrew	X1C-E, W1C-E	\$4,500	OR	\$2,000	PLUS	0.0%	3.9%	4.9%	6.9%
F-150 Raptor	X1E, MEG 517A	\$500	n/a	n/a	n/a	n/a	n/a	n/a	n/a
F-250/350/450 Diesel	Engine 99R	\$6,500	OR	\$500	PLUS	0.0%	0.0%	0.0%	1.9%
F-250/350/450 Gas	Engines 995, 99Y	\$6,500	OR	\$500	PLUS	0.0%	0.9%	1.9%	3.9%
E-Series	NOT RV	\$2,000	n/a	\$500	PLUS	0.0%	1.9%	2.9%	4.9%
Grand Marquis	ALL	\$4,500	OR	\$500	PLUS	0.0%	2.9%	3.9%	5.9%
Mercury Milan	Gas Only - Not Hybrid	\$2,500	OR	\$500	PLUS	0.0%	1.9%	2.9%	4.9%
Lincoln MKZ	ALL	\$3,500	OR	\$500	PLUS	0.0%	0.9%	1.9%	3.9%
Lincoln MKS	ALL	\$3,000	OR	\$500	PLUS	0.0%	2.9%	3.9%	5.9%
Town Car	ALL	\$5,500	OR	\$500	PLUS	0.0%	0.0%	0.0%	1.9%
Lincoln MKT	ALL	\$3,000	OR	\$500	PLUS	0.0%	2.9%	3.9%	5.9%
Lincoln MKX	ALL	\$4,500	OR	\$1,500	PLUS	0.0%	0.0%	0.0%	1.9%
Mercury Mariner	Gas Only - Not Hybrid	\$2,500	OR	\$500	PLUS	0.0%	1.9%	2.9%	4.9%
Merc. Mariner Hybrid	Stock Only - Limited Alloc.	\$500	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Mountaineer	ALL	\$4,000	OR	\$1,000	PLUS	0.0%	0.9%	1.9%	3.9%
Lincoln Navigator	ALL	\$4,000	OR	\$500	PLUS	0.0%	1.9%	2.9%	4.9%

**\*\*Non-Military Customers' rebates will be less the \$500 Active Military Rebate included in the figures above.**

<sup>1</sup> = For a list of Ford Motor Credit offers by model please see the

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## FORD Military Sales 2009 Model Rebates & LRF Options

### FINAL CHART FOR MY09

Offers Valid: Note Expiration Dates For STD vs.LRF Offers

**ORDERS IN HOUSE BY 9 July 2010**

**MUST Deliver By: 27 August 2010**



MODEL	CODE	EXPIRE 6 July 2010	OR	LRF RATES & REBATES EXPIRE 6 July 2010					
		EXCLUSIVE MILITARY STD REBATE**		EXCLUSIVE MILITARY LRF REBATE** <small>(Includes FMC Bonus Cash<sup>1</sup>)</small>	PLUS	FORD MOTOR CREDIT TERMS*			
						Low Rate APR Financing			
						36 Mos	48 Mos	60 Mos	72 Mos
Focus	ALL	\$3,000	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Fusion I4	Not V6	\$3,500	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Fusion V6	Not I4	\$3,500	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Taurus	ALL	\$3,500	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Taurus X	ALL	\$3,000	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Mustang V6	Not GT	\$4,500	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Mustang GT	Excluding Shelby Models	\$4,500	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Mustang Bullitt	Option Code 54B	\$4,500	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Edge	ALL	\$4,000	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Escape V6	excl. All Hybrid & I4 Gas	\$3,000	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Escape I4	excl. All Hybrid & V6 Gas	\$3,000	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Escape Hybrid	U49, U59	\$0	n/a	n/a	n/a	n/a	n/a	n/a	n/a
SportTrac	ALL	\$2,500	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Explorer 4-DR	ALL	\$5,500	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Flex	ALL	\$4,000	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Expedition	U15, U16, U17, U18, U19, U20	\$3,500	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Expedition EL	K15, K16, K17, K18, K19, K20	\$3,500	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Ranger	ALL	\$3,250	n/a	n/a	n/a	n/a	n/a	n/a	n/a
F-150 Reg Cab	Excl. Sup Cab & Crew	\$5,500	n/a	n/a	n/a	n/a	n/a	n/a	n/a
F-150 Sup Cab	Excl. Reg Cab & Sup Crew	\$5,500	n/a	n/a	n/a	n/a	n/a	n/a	n/a
F-150 SuperCrew	W02&04, W12&14 (excl.H-D)	\$5,500	n/a	n/a	n/a	n/a	n/a	n/a	n/a
F-250/350/450 RegCab	F20/21/30/31/32/33/42/43	\$7,500	n/a	n/a	n/a	n/a	n/a	n/a	n/a
F-250/350/450 SupCab	X20/21/30/31/32/33/42/43	\$7,500	n/a	n/a	n/a	n/a	n/a	n/a	n/a
F-250/350/450 CrewCab	W20/21/30/31/32/33/42/43	\$7,500	n/a	n/a	n/a	n/a	n/a	n/a	n/a
F250/350HarleyDavidson	Harley D. Opt. code17H	\$7,500	n/a	n/a	n/a	n/a	n/a	n/a	n/a
E Series	Excludes RV	\$2,000	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Grand Marquis	ALL	\$6,500	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Mercury Milan I4	I4 Only	\$3,500	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Mercury Milan V6	V6 Only	\$3,500	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Lincoln MKZ	ALL	\$5,000	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Lincoln MKS	ALL	\$3,500	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Mercury Sable	ALL	\$3,500	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Town Car	ALL	\$8,000	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Lincoln MKX	ALL	\$5,500	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Mercury Mariner I4	excl. All Hybrid & V6 Gas	\$2,500	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Mariner V6	excl. All Hybrid & I4 Gas	\$2,500	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Merc. Mariner Hybrid	U29, U39	\$0	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Mountaineer	ALL	\$5,500	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Lincoln Navigator	ALL	\$6,500	n/a	n/a	n/a	n/a	n/a	n/a	n/a

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