Ford Reveals Electrifying, Better-Connected Future for Best Selling Commercial Vehicle Range at ‘Go Further’

- New electrified vehicles, innovative connected solutions and strategic partnerships to boost productivity and choice for Ford commercial vehicle customers in Europe
- New all-electric Ford Transit van anticipated to launch in 2021. Tourneo Custom Plug-In Hybrid people-mover targeting 50 km (31 mile) pure-electric range to be introduced this year
- New usage-based maintenance initiative targeting 100 per cent uptime for customers, and FordPass Pro app to support smaller businesses, enabled by FordPass Connect modem
- Expanded specialist vehicle conversion programme and Transit Centre network to help optimise vehicle choice and maximise uptime for commercial vehicle customers

AMSTERDAM, Netherlands, April 2, 2019 – New electrified vehicles, connected services and strategic partnerships will help Ford to deliver greater productivity for commercial vehicle customers across Europe, the company today revealed at a special “Go Further” experience in Amsterdam, Netherlands.

Outlining the commercial vehicle solutions that will begin supporting European businesses in some cases from later this year, Ford today:

- Announced a new all-electric Ford Transit van anticipated for volume launch in 2021*
- Unveiled a new Tourneo Custom Plug-In Hybrid eight-seat people mover that will be available to European customers from late 2019
- Announced a new initiative targeting 100 per cent uptime for commercial vehicle operators via a usage-based maintenance system supported by real-time data
- Previewed the new FordPass Pro app, specifically designed to support smaller firms and owner drivers to maximise their productivity, to be launched later this year
- Announced an expanded Qualified Vehicle Modifier (QVM) programme for commercial vehicle converters, now with 100 accredited partners in Europe, and a plan to double the number by 2020.

“Commercial customers need smarter, more integrated solutions, built around a connected business environment,” said Hans Schep, general manager, Commercial Vehicles, Ford of Europe. “Ford provides tough, flexible vehicles with a choice of fuel-efficient and electrified powertrains, and Ford’s inbuilt modem is a game-changer, enabling smart commercial vehicle solutions to help customers to manage their fleets – so they can get on with their business.”

Ford was Europe’s No. 1 commercial vehicle brand for the fourth consecutive year in 2018, based on full year sales in its European 20 markets. Last year saw Ford's best commercial vehicle sales volume in 25 years, selling 380,900 commercial vehicles in its European 20 markets, up more than 8 percent compared with 2017.

Electrifying commercial vehicles

An innovative line-up of Ford electrified commercial vehicles will offer a comprehensive choice of powertrain solutions to suit a full range of different customer usage cases.

Previewed by a working prototype vehicle at the “Go Further” event, the new all-electric Transit will enter production in 2021, contributing to cleaner, quieter towns and cities, and reduced running costs for commercial vehicle users.
Designed to address the needs of urban operators for a practical and versatile load-carrier with zero-emission driving capability, the all-electric Transit will be available in multiple body styles, with a competitive payload and built-in connectivity, delivering full Transit capability and durability. The electric powertrain is being engineered to provide a practical daily driving range for city-based businesses, to be maintained in all weather conditions and throughout the working life of the vehicle.

Already today, through its joint project with StreetScooter, Ford is providing an all-electric solution targeted at the last-mile delivery sector. The Transit-based StreetScooter WORK XL, assembled at the Ford plant in Cologne, Germany, features an all-electric powertrain and is currently in service with Deutsche Post DHL in Germany. Later this year, WORK XL vehicles will begin pilots with a range of other businesses in Germany, the Netherlands and Belgium.

For operators that need to travel in and out of low-emission zones in urban areas, Ford’s Transit Custom Plug-In Hybrid van offers zero-emission driving capability with no range anxiety. Ford is the first volume manufacturer to offer plug-in hybrid technology in the one-tonne van segment, and the new model will go on sale in late 2019.

The Transit Custom Plug-In Hybrid’s front wheels are driven exclusively by an electric motor/generator, powered by a 13.6 kWh lithium-ion battery pack, with Ford’s multi-award-winning 1.0-litre EcoBoost petrol engine acting as a range extender. The advanced hybrid powertrain targets a zero-emission driving range of up to 50 km (31 miles) or 500 km (310 miles) using the range extender.

To better understand the benefits for the environment and for customers, the vehicle is currently being trialled in London, U.K., with further trials soon to begin in Valencia, Spain, and Cologne, Germany.

Ford announced at “Go Further” that this vehicle will be joined by new Tourneo Custom Plug-In Hybrid. The eight-seater people mover’s unique-to-segment ability to arrange the two rear rows in conference format for outstanding access and enhanced interaction between passengers – or in two rows of three seats facing forward – makes the vehicle perfectly suited to executive shuttle services.

For businesses operating in stop-start urban or suburban conditions, 48-volt mild hybrid technology offers the capability to enhance productivity with a low-investment electrified vehicle. Ford’s segment-first EcoBlue Hybrid powertrains are available in the Transit, Transit Custom and Tourneo Custom models from mid-2019, delivering reduced running costs for operators.

EcoBlue Hybrid technology delivers a fuel-efficiency improvement of around 3 per cent compared with the equivalent 2.0-litre EcoBlue diesel model, based on WLTP analysis. Increased benefits of up to 8 per cent can be achieved in applications featuring a high proportion of stop-start driving, for example during urban delivery operations.

“Ford’s nuanced powertrain strategy is designed to help our commercial vehicle customers find the right electrified solution to suit their business needs,” said Helmut Reder, vehicle line director, Commercial Vehicles, Ford of Europe.

**Connectivity-enabled solutions**

Based on the latest generation of connected products featuring the FordPass Connect on-board modem technology – from the Fiesta Van to the Transit – Ford is developing a range of integrated commercial vehicle solutions to enable customers to manage their vehicles more easily and conveniently, and to optimise their productivity.

Ford announced at “Go Further” that it is developing an innovative and predictive usage-based maintenance solution with the aim of delivering 100 per cent uptime for vehicles. The first stages of this service will be launched later in 2019.

Promising to revolutionise the way commercial vehicle customers think about servicing, the new solution will enable maintenance to be tailored for each vehicle, rather than being determined by fixed service intervals. Sensors on key...
systems provide real-time data, so service attention is only given when required, and action is taken before problems become serious enough to cause a failure.

Using a convenient app, business owners can check on the status of every individual vehicle, and drivers can see live and predicted vehicle health data. Servicing and maintenance work that might normally be carried out in separate visits can be intelligently bundled together, minimising time off-road.

For larger operators, the Ford Telematics product being introduced this year provides fleet managers with key decision-making data to optimise business performance.

Providing real-time manufacturer-grade information sourced directly from the connected Ford vehicles in the fleet, routed through Ford’s Transportation Mobility Cloud, Ford Telematics enables managers to view data about the health, efficiency, productivity and safety of each vehicle using a desktop application, and quickly assess where action needs to be taken.

Also first announced last year, Ford Data Services provides large fleets with the opportunity to receive a tailored package of data from their vehicles via the Cloud and integrate it seamlessly into their own systems.

Ford is focusing just as hard on the needs of small businesses and owner-drivers. The FordPass app is already being relied upon by vehicle owners, and provides a range of practical features to enhance convenience, security and efficiency. This includes new features tailored to business users, such as a parking feature that allows you to filter parking locations based on the height of your van.

Later this year Ford is launching the all-new FordPass Pro app, specially targeted to small business owners who have between one and five vehicles. This no-nonsense smartphone app will provide owners with the information and tools they need to ensure their vehicles are ready for work.

**Strategic alliances for the future**

A crucial element in Ford’s commercial vehicle leadership is leveraging the value of strategic partnerships and alliances – underpinning key areas ranging from vehicle conversions to product development, and including the long-standing joint venture with Ford Otosan in Turkey, where most of the Transit family of products is produced.

The company’s Qualified Vehicle Modifier (QVM) programme has now been expanded to 100 QVM-accredited converters in Europe, and Ford aims to double this number by 2020. Every QVM partner has unique access to manufacturer-grade vehicle information, and Ford works closely with the partners to deliver more flexible products, such as the low-height Transit Skeletal chassis launched in 2018.

Ford’s popular “one-stop shop” initiative for customers who want the convenience of ordering converted vehicles through the Ford showroom, is being expanded. By the end of 2020, 40 conversions from QVM partners will be available directly from Transit Centres – ranging from tippers to refrigerated vans.

Ford’s European network of Transit Centres plays a critical role in supporting customers in each phase of vehicle ownership, from identifying the optimum choice of vehicle and powertrain, to maximising vehicle uptime.

The 950 Transit Centres – up from 750 in 2014 – offer a package of support based on the Transit24 service promise, which encompasses services like prioritised urgent repairs, while-you-wait servicing, extended opening hours and expedited parts delivery. New initiatives include the availability of mobile servicing vans and a downtime management tool, both focused on optimising customer productivity.

In January, Ford Motor Company and Volkswagen AG announced the first formal agreements in a broad alliance. Through the alliance, Ford will engineer and build medium-sized pick-ups for both companies which are expected to
go to market as early as 2022; Ford intends to engineer and build larger commercial vans for European customers and Volkswagen intends to develop and build a city van.

• Tourneo Custom Plug-In Hybrid anticipated CO₂ emissions from 75 g/km, fuel-efficiency from 3.3 l/100 km
• Transit Custom Plug-In Hybrid anticipated CO₂ emissions from 75 g/km, fuel-efficiency from 3.3 l/100 km
• Transit EcoBlue Hybrid anticipated CO₂ emissions from 144 g/km, fuel-efficiency from 7.6 l/100 km
• Transit Custom EcoBlue Hybrid anticipated CO₂ emissions from 139 g/km, fuel-efficiency from 6.7 l/100 km
• Tourneo Custom EcoBlue Hybrid anticipated CO₂ emissions from 137 g/km, fuel-efficiency from 7.0 l/100 km

*Officially homologated fuel-efficiency and CO₂ emission figures will be published closer to on-sale date

The declared fuel/energy consumptions, CO₂ emissions and electric range are measured according to the technical requirements and specifications of the European Regulations (EC) 715/2007 and (EC) 692/2008 as last amended. Fuel consumption and CO₂ emissions are specified for a vehicle variant and not for a single car. The applied standard test procedure enables comparison between different vehicle types and different manufacturers. In addition to the fuel-efficiency of a car, driving behaviour as well as other non-technical factors play a role in determining a car's fuel/energy consumption, CO₂ emissions and electric range. CO₂ is the main greenhouse gas responsible for global warming.

Since 1 September 2017, certain new vehicles are being type-approved using the World Harmonised Light Vehicle Test Procedure (WLTP) according to (EU) 2017/1151 as last amended, which is a new, more realistic test procedure for measuring fuel consumption and CO₂ emissions. Since 1 September 2018 the WLTP has begun replacing the New European Drive Cycle (NEDC), which is the outgoing test procedure. During NEDC Phase-out, WLTP fuel consumption and CO₂ emissions are being correlated back to NEDC. There will be some variance to the previous fuel economy and emissions as some elements of the tests have altered i.e., the same car might have different fuel consumption and CO₂ emissions.