



America's Best-Selling Van* Enhances Versatility; F-650/F-750 Named 2017 Medium-Duty Truck of the Year; Ford Expands Programs for Commercial Customers

- Transit, America's best-selling van* in 2016, gets even more versatile for 2018
- New Ford eQVM program helps customers get durable, reliable electrified and hydraulic hybrid work trucks that retain the original powertrain warranty
- Ford F-650 and F-750 have best sales since 1997; named *Work Truck* magazine's 2017 Medium-Duty Truck of the Year for second consecutive year

INDIANAPOLIS, March 14, 2017 – Ford, the commercial vehicle leader for 32 years**, is announcing updates to its broad commercial vehicle lineup and introducing programs dedicated to its fleet and commercial customers this week at The Work Truck Show, America's largest work truck event.

“Ford is deeply committed to the work truck market,” said John Ruppert, Ford general manager, commercial vehicle sales and marketing. “We are the only OEM to offer our vocational customers vehicles in every segment from Classes 1-7, and have sold more commercial vehicles every year for three decades than any other manufacturer. In 2017, we're celebrating 40 consecutive years of Ford F-Series as America's best-selling truck. The work truck industry is a very important part of our business, and we're dedicated to continuing to develop new and improved vehicles, technology and support to help our customers get the job done.”

At a press conference today, Ford announced updates to its 2018 Transit van lineup and introduced an expansion of its Advanced Fuel Qualified Vehicle Modifier (QVM) program. The company also announced a sales milestone, and accepted *Work Truck* magazine's 2017 Medium-Duty Truck of the Year award for its F-650 and F-750 trucks.

Transit updates

Ford Transit became America's best-selling commercial van in 2015, and in 2016 it became America's best-selling van* period – outselling even minivans. Already offering a best-in-class variety of 64 configurations, Transit expands its versatility for 2018 with new features designed to reinforce its Built Ford Tough pedigree and help make it even more useful on the job.

The rearview camera that is standard on the Transit van and passenger wagon moves above the rear doors on medium- and high-roof models for 2018. It will remain next to the license plate on low-roof models. Transit will also get a locking glove box as standard equipment, as well as a new rear door exit handle and rear LED cargo lamp switch. New optional equipment available for model year 2018 includes:

Tougher

- Heavy-duty cargo area flooring
- Heavy-duty rear scuff plate kit
- Extended-length running boards
- Push-down manual parking brake

More useful

- Power-folding short-arm heated mirrors with turn signals
- AM/FM stereo with audio input jack, microphone and Bluetooth interface
- D-pillar assist handles for medium- and high-roof models

Better-looking

- Forged alloy dual rear wheel package
- Charcoal leather-trimmed, heated seat package

Learn more about 2018 Transit [here](#).

eQVM launch

Expanding the Ford Advanced Fuel QVM program to include companies that develop and install electric and hydraulic hybrid powertrains will enable customers to get electrified and hydraulic hybrid work trucks that retain their original powertrain warranties.

The Ford eQVM program kicks off with three developers – XL Hybrids, Motiv Power Systems and Lightning Hybrids. These companies offer electrification or hydraulic hybrid solutions for a range of Ford vehicles popular with fleet and commercial customers, including F-150, F-250 to F-550 Super Duty, F-650 and F-750 medium-duty trucks, Transit and E-Series vans and chassis, and F-53/F-59 stripped chassis.

Learn more about the Ford eQVM program [here](#).

Best medium-duty truck sales since 1997

Ford sold more medium-duty trucks last year than in any year since 1997. Ford medium-duty trucks are the fastest growing volume medium-duty brand***. In 2016, its first full calendar year of sales since production began at Ohio Assembly Plant in August 2015, Ford F-650 and F-750 sales were up 54 percent year-over-year, with total sales of 15,486 vehicles.

The growing sales also represent increasing market share. In fact, Ford was the only OEM to gain share in the Class 6-7 market last year, with a 5.2-point increase.

“Customers are embracing our new medium-duty trucks,” said John Scholtes, Ford chief program engineer, commercial vehicles. “They appreciate how flexible the platform is – we offer a choice of gasoline or diesel powertrain, three body styles, a wide GVWR range, and almost limitless customization options to let them spec exactly the right trucks for even the toughest jobs.”

Work Truck magazine named Ford F-650 and F-750 its 2017 Medium-Duty Truck of the Year. This is the second consecutive year F-650 and F-750 has won the title. In voting for the award, professional fleet managers were asked to consider which of the nine competing trucks best fit their fleet requirements, including application effectiveness, durability, quality, servicing, maintenance and lifecycle costs. The award was presented at Ford’s press conference today.

The F-650 and F-750 lineup includes Regular Cab, SuperCab and Crew Cab body styles, as well as straight-frame, kick-up frame Pro Loader and a dedicated tractor model for heavy towing applications.

Ford remains the only manufacturer to offer a gasoline-powered engine in the medium-duty truck segment. The 6.8-liter V10 with 320 horsepower and 460 lb.-ft. of torque is available for both F-650 and F-750 models with the Ford-built TorqShift HD six-speed automatic transmission.

Ford is also the only medium-duty truck manufacturer that designs and builds its own diesel engine and transmission combination – ensuring the powertrain will work seamlessly with all chassis components and vehicle calibrations, and

providing customers with streamlined service. The 6.7-liter Power Stroke® V8 turbo diesel delivers best-in-class standard 270 horsepower and 675 lb.-ft. of torque, plus available engine outputs of 300 horsepower with 700 lb.-ft. of torque and 330 horsepower with 725 lb.-ft. of torque. The diesel engine is backed by an unsurpassed standard five-year/250,000-mile limited warranty. See a dealer for details.

Learn more about F-650 and F-750 [here](#).

Ford Commercial Vehicle Center

The new Ford Commercial Vehicle Center program includes more than 670 dealers nationwide committed to offering fleet and commercial customers the vehicles, financing options and service support their businesses need. This program replaces and expands upon the groundbreaking Ford Business Preferred Network that was originally introduced in 1986 as Main Street USA.

Commercial Vehicle Center dealers offer a wide selection of in-stock Ford commercial vehicles, and use a proprietary diagnostic software, Commercial Vehicle Tools, to recommend the most appropriate vehicle specifications for a customer's specific business needs. They offer test drives at customer locations for maximum convenience, as well as a range of unique fleet vehicle financing options and incentives. All Commercial Vehicle Center dealer employees are cross-trained by the factory to provide customers with knowledgeable, trustworthy support – from sales to finance to service.

To maximize customer vehicle uptime, Commercial Vehicle Center dealer service departments are open at least 55 hours per week, and new stocking programs help improve parts availability. Ford's new Commercial Advantage Rewards loyalty program lets customers earn a range of factory benefits that can be redeemed at any Commercial Vehicle Center location.

Learn more about the Commercial Vehicle Center program [here](#).

Based on total U.S. industry-reported van sales (2016 calendar year). **Based on IHS Markit CY 1985-2016 U.S. TIP registrations excluding registrations to individuals. *Based on IHS Markit TIP registrations for GVW 4-7 vehicles with sales over 1,000 units for CYTD Dec. 2016 vs. CYTD Dec. 2015.*

About Ford Motor Company

Ford Motor Company (NYSE: F) is a global company based in Dearborn, Michigan. The company designs, manufactures, markets and services a full line of Ford trucks, utility vehicles, and cars – increasingly including electrified versions – and Lincoln luxury vehicles; provides financial services through Ford Motor Credit Company; and is pursuing leadership positions in electrification; mobility solutions, including self-driving services; and connected vehicle services. Ford employs approximately 186,000 people worldwide. For more information regarding Ford, its products and Ford Motor Credit Company, please visit corporate.ford.com.