

## FORD MOTOR COMPANY

### 2020 Model Year Commercial Fleet Incentives (56M)

#### Ford Cars

Model	National Fleet Incentive
Fusion Gas	2,000
Fusion Hybrid	2,000
Fusion Energi	1,000
Fusion Police Hybrid	500
Mustang including convertible - excluding GT and Shelby	750
Edge	2,500
Flex	

#### Ford Trucks

Model	National Fleet Incentive
EcoSport	\$1,000
Escape S Gas, Hybrid, PHEV	1,000
Escape SE Gas, SEL gas, Titanium Gas	1,500

Explorer Base XL	500
Explorer Limited Hybrid/XLT	1,000
Explorer Limited (Gas)/ST/Platinum	1,500
Police Interceptor Utility	1,500
Expedition	3,500
E-Series Cutaway/Stripped Chassis	
Ranger XLT	750
Ranger Lariat	750
F-150 Regular Cab XL	3,000
F-150 Super Cab/Crew Cab XL	3,000
F-150 Regular Cab XLT	4,000
F-150 Super Cab/Crew Cab XLT	4,000
F-150 Super Cab/Crew Cab - King Ranch/Lariat/Limited	1,500
F-150 Police Responder	2,000

F-series Super Duty (over 8,500 GVWR) - Gas	2,750
F-series Super Duty (over 8,500 GVWR) - Diesel	3,000
Medium Duty F-650 Gas	
Medium Duty F-650 Diesel	
Medium Duty F-750 Gas	
Medium Duty F-750 Diesel	
Transit Connect Van	1,250
Transit Connect Wagon (with or without 86T Taxi Package)	1,250
Transit AWD	1,500
Transit RWD	2,000

#### Lincoln Cars & Trucks

Model	National Fleet Incentive
MKZ/MKZ Hybrid	\$3,500
Corsair	1,250
Aviator Gas	2,000

Aviator PHEV	1,500
Nautilus	2,000
MKT (excluding limo, livery, hearse)	
Navigator	2,500
Continental	1,500

**Important: Customers who participate in the Ford Motor Company Competitive Price Allowance (CPA) program are NOT eligible for the National Fleet Incentive program. National Fleet Incentives will not be deducted from the factory invoice for these customers. In addition to the Commercial Fleet Incentive (56M), fleet customers qualify for national discount packages.**