



## Sponsored Auction Locations



Ford Motor Company  
Pre-Owned Services

Your Guide for Vehicle Identification



www.remarketing.dealerconnection.com

## How To Use:

Here is your 2010 guide to interpreting universal Vehicle Identification Numbers (VIN). This vehicle information applies to 2010 models only. For previous model VIN information, check sources at your local dealerships or log onto

[www.remarketing.dealerconnection.com](http://www.remarketing.dealerconnection.com)

The VIN data provided is preliminary and prepared for the exclusive use of Ford, Lincoln and Mercury dealers.

### Example:

Universal Vehicle Identification Numbers (VIN) have 17 "positions." There is a number or a letter in each position.

|                 |   |     |   |     |   |   |    |    |   |   |   |   |   |   |   |       |   |
|-----------------|---|-----|---|-----|---|---|----|----|---|---|---|---|---|---|---|-------|---|
| Typical VIN     | 1 | F   | M | Z   | U | 7 | 3  | E  | 0 | 9 | Z | A | 6 | 9 | 1 | 0     | 1 |
| Position Number |   | 1-3 | 4 | 5-7 | 8 | 9 | 10 | 11 |   |   |   |   |   |   |   | 12-17 |   |

|           |       |  |
|-----------|-------|--|
| Positions | 1-3   | World Manufacturer Identifier  |
| Position  | 4     | Restraint System Type<br>Brake Type and GVWR Class<br>(Trucks and Vans Only) |
| Positions | 5-7   | Line, Series, Body Type  |
| Position  | 8     | Engine Type  |
| Position  | 9     | Check Digit  |
| Position  | 10    | Model Year   |
| Position  | 11    | Assembly Plant   |
| Positions | 12-17 | Production Sequence Number   |

### North American Fleet, Lease & Remarketing Operations

Marketing, Sales and Service, Regent Court Building  
16800 Executive Plaza Drive, Dearborn, Michigan 48126



### Certified Pre-Owned (CPO)

CPO dealer results:

- Average **turn rate** significantly faster than regular used vehicles
- Average **gross profit** on CPO vehicles is significantly higher
- Achieve a higher **conquest rate** — most customers have never purchased a Ford or Lincoln Mercury vehicle
- Visit <https://cpo.dealerconnection.com>



### Automotive Remarketing Services (ARS)

Sell your wholesale inventory in the Ford auction lanes.

- No enrollment fee
- Maximize resale values
- Quicken inventory turn
- Leverage the resources of Ford Sponsored Auctions
- **Contact ARS Toll Free at 866-ARS-9142**



Ford Motor Company  
Sponsored Auctions

### Ford Sponsored Auctions

*Anytime, Anywhere:*

#### In the Lane

- Front-line ready vehicles nationwide

#### On the Internet

##### Broadcast Sales

- Purchase during "live" auctions using your desktop with Simulcast, Online Ringman, Live Global Bid and Liveblock

##### QUIC (Quality Used Internet Cars)

- View condition reports, window labels and vehicle images and more at [www.fordquic.com](http://www.fordquic.com)

- Visit [www.remarketing.dealerconnection.com](http://www.remarketing.dealerconnection.com)

**1. ADESA Boston**  
Framingham, Massachusetts  
Phone: 508-626-7000  
Fax: 508-626-7025

**2. ADESA Buffalo**  
Akron, New York  
Phone: 716-542-3300  
Fax: 716-542-3547

**3. ADESA Golden Gate**  
Tracy, California  
Phone: 209-839-3900  
Fax: 209-834-2946

**4. ADESA Indianapolis**  
Plainfield, Indiana  
Phone: 317-838-8000/  
800-925-1210  
Fax: 317-838-8081

**5. ADESA Phoenix**  
Chandler, Arizona  
Phone: 480-961-1161  
Fax: 480-961-3941

**6. Baltimore-Washington Auto Exchange**  
Elkridge, Maryland  
Phone: 410-796-8899  
Fax: 410-796-7843

**7. Brasher's Sacramento Auto Auction**  
Rio Linda, California  
Phone: 916-991-5555/  
800-288-6882  
Fax: 916-991-8617

**8. Brasher's Salt Lake Auto Auction**  
Salt Lake City, Utah  
Phone: 801-322-1234/  
800-426-4817  
Fax: 801-322-1315

**9. Manheim Hawaii**  
Honolulu, Hawaii  
Phone: 808-840-8900  
Fax: 808-840-8959

**10. Manheim Atlanta**  
Red Oak, Georgia  
Phone: 404-762-9211  
Fax: 404-344-7526

**11. Manheim Pittsburgh**  
Cranberry Township, Pennsylvania  
Phone: 724-452-5555  
Fax: 724-452-1310  
Ford Staff Fax: 724-453-0813

**12. Manheim Dallas/Fort Worth**  
Eules, Texas  
Phone: 817-399-4000/  
866-625-3392  
Fax: 817-399-4251

**13. Dealers Auto Auction Northwest**  
Spokane, Washington  
Phone: 509-244-4500  
Fax: 509-244-8253

**14. Dealers Auto Auction of OKC**  
Oklahoma City, Oklahoma  
Phone: 405-947-2886  
Fax: 405-942-8715

**15. Manheim Denver**  
Aurora, Colorado  
Phone: 303-343-3443/  
800-822-1177  
Fax: 303-343-2318

**16. Manheim Detroit**  
Carleton, Michigan  
Phone: 734-654-7100  
Fax: 734-654-7147

**17. Manheim Ft. Lauderdale**  
Davie, Florida  
Phone: 954-791-3520/  
800-941-7227  
Fax: 954-791-3522

**18. Manheim Georgia**  
Atlanta, Georgia  
Phone: 404-349-5555  
Fax: 404-349-9951

**19. Manheim Chicago**  
Matteson, Illinois  
Phone: 815-806-4222  
Fax: 815-806-4228

**20. Manheim Nevada**  
Las Vegas, Nevada  
Phone: 702-730-1400  
Fax: 702-730-3903

**21. Manheim Tampa**  
Tampa, Florida  
Phone: 800-622-7292  
Fax: 813-247-6629

**22. Greensboro Auto Auction**  
Greensboro, North Carolina  
Phone: 336-299-7777  
Fax: 336-854-2689

**23. Manheim Kansas City**  
Kansas City, Missouri  
Phone: 816-452-4084  
Fax: 816-459-7711

**24. Manheim Auto Auction**  
Manheim, Pennsylvania  
Phone: 717-665-9400/  
800-822-2886  
Fax: 717-665-9265

**25. Manheim Metro Detroit**  
Flat Rock, Michigan  
Phone: 734-783-3799/  
800-242-6322  
Fax: 734-379-2528

**26. Manheim Minneapolis**  
Maple Grove, Minnesota  
Phone: 763-425-7653  
Fax: 763-493-0310

**27. Manheim Mississippi**  
North Hattiesburg, Mississippi  
Phone: 601-268-7550/  
800-264-7550  
Fax: 601-264-0756

**28. Manheim Nashville**  
Mount Juliet, Tennessee  
Phone: 615-773-3800  
Fax: 615-773-4850

**29. Manheim New Jersey**  
Bordentown, New Jersey  
Phone: 609-298-3400  
Fax: 609-298-4489

**30. Manheim New York**  
Newburgh, New York  
Phone: 845-567-8550  
Fax: 845-567-4399

**31. Manheim Northstar Minnesota**  
North Shakopee, Minnesota  
Phone: 952-445-5544  
Fax: 952-445-6188

**32. Manheim Ohio**  
Grove City, Ohio  
Phone: 614-871-2771/  
800-477-OHIO  
Fax: 614-871-6845

**33. Manheim Riverside**  
Riverside, California  
Phone: 951-689-6000  
Fax: 951-358-0861

**34. Manheim San Antonio**  
San Antonio, Texas  
Phone: 210-661-4200  
Fax: 210-662-3169

**35. Manheim Seattle**  
Kent, Washington  
Phone: 253-872-6800/  
253-872-4124  
Fax: 253-437-2601

**36. Southern Auto Auction**  
East Windsor, Connecticut  
Phone: 860-292-7500  
Fax: 860-292-7598

**37. Manheim Southern California**  
Fontana, California  
Phone: 909-822-2261  
Fax: 909-854-2215

**38. Manheim St. Louis**  
Bridgeton, Missouri  
Phone: 314-739-1300/  
800-533-5414  
Fax: 314-298-3347

**39. Manheim Texas Hobby**  
Houston, Texas  
Phone: 713-649-8233  
Fax: 713-640-8317

**40. Manheim Palm Beach**  
West Palm Beach, Florida  
Phone: 561-790-1200  
Fax: 561-333-4739

## 2010 VIN GUIDE

| VIN POSITIONS 1, 2, 3 |   |         |                               |
|-----------------------|---|---------|-------------------------------|
| VIN Code              | Vehicle Manufacturer                    | Make    | Type                          |
| 1F1                   | Ford Motor Company, USA                 | Ford    | MPV - Limousine               |
| 1F6                   | Detroit Chassis LLC, USA                | Ford    | Basic (Striped) Chassis       |
| 1FA                   | Ford Motor Company, USA                 | Ford    | Passenger Car                 |
| 1FB                   | Ford Motor Company, USA                 | Ford    | Bus                           |
| 1FC                   | Ford Motor Company, USA                 | Ford    | Basic (Striped) Chassis       |
| 1FD                   | Ford Motor Company, USA                 | Ford    | Incomplete Vehicle            |
| 1FM                   | Ford Motor Company, USA                 | Ford    | MPV*                          |
| 1FT                   | Ford Motor Company, USA                 | Ford    | Truck (Completed Vehicle)     |
| 1LN                   | Ford Motor Company, USA                 | Lincoln | Passenger Car                 |
| 1ME                   | Ford Motor Company, USA                 | Mercury | Passenger Car                 |
| 1MH                   | Ford Motor Company, USA                 | Mercury | Incomplete Vehicle            |
| 1ZV                   | Automotive Alliance International (USA) | Ford    | Passenger Car                 |
| 2FA                   | Ford Motor Company of Canada, Ltd.      | Ford    | Passenger Car                 |
| 2FD                   | Ford Motor Company of Canada, Ltd.      | Ford    | Incomplete Vehicle            |
| 2FM                   | Ford Motor Company of Canada, Ltd.      | Ford    | MPV*                          |
| 2FT                   | Ford Motor Company of Canada, Ltd.      | Ford    | Truck (Completed Vehicle)     |
| 2L1                   | Ford Motor Company of Canada, Ltd.      | Lincoln | Incomplete Vehicle- Limousine |
| 2LJ                   | Ford Motor Company of Canada, Ltd.      | Lincoln | Incomplete Vehicle- Hearse    |
| 2LM                   | Ford Motor Company of Canada, Ltd.      | Lincoln | MPV*                          |
| 2LN                   | Ford Motor Company of Canada, Ltd.      | Lincoln | Passenger Car                 |
| 2ME                   | Ford Motor Company of Canada, Ltd.      | Mercury | Passenger Car                 |
| 2MH                   | Ford Motor Company of Canada, Ltd.      | Mercury | Incomplete Vehicle            |
| 2MR                   | Ford Motor Company of Canada, Ltd.      | Mercury | MPV*                          |
| 3FA                   | Ford Motor Company, Mexico              | Ford    | Passenger Car                 |
| 3FD                   | Ford Motor Company, Mexico              | Ford    | Incomplete Vehicle            |
| 3FN                   | Blue Diamond Truck S. De R.L. De C.V.   | Ford    | Truck (Completed Vehicle)     |
| 3FR                   | Blue Diamond Truck S. De R.L. De C.V.   | Ford    | Incomplete Vehicle            |
| 3FT                   | Ford Motor Company, Mexico              | Ford    | Truck (Completed Vehicle)     |
| 3LN                   | Ford Motor Company, Mexico              | Lincoln | Passenger Car                 |
| 3ME                   | Ford Motor Company, Mexico              | Mercury | Passenger Car                 |
| 4F2                   | Ford Motor Company, USA                 | Mazda   | MPV*                          |
| 4F4                   | Ford Motor Company, USA                 | Mazda   | Truck (Completed Vehicle)     |
| 4M2                   | Ford Motor Company, USA                 | Mercury | MPV*                          |
| 5L1                   | Ford Motor Company, USA                 | Lincoln | MPV* - Limousine              |
| 5LD                   | Ford Motor Company, USA                 | Lincoln | Incomplete Vehicle- Limousine |
| 5LM                   | Ford Motor Company, USA                 | Lincoln | MPV*                          |
| 5LT                   | Ford Motor Company, USA                 | Lincoln | Truck (Completed Vehicle)     |
| NM0                   | Ford Otomotiv Sanayi A.S., Turkey       | Mercury | Truck (Completed Vehicle)     |

\* MPV - Multipurpose Passenger Vehicle

| VIN POSITION 4 Restraint System Type for Passenger Cars Only |  |
|--|--|
| Code   | Passenger Car Identifiers  |
| F  | Manual belts with drive and passenger frontal air bags   |
| B  | Manual belts with drive and passenger frontal air bags and side inflatable restraint (1st row)                               |
| H  | Manual belts with drive and passenger frontal air bags and side inflatable restraint (1st & 2nd row)                         |
| D  | Manual belts with drive and passenger frontal air bags and side inflatable restraint (1st & 2nd row) and driver knee air bag |

| VIN POSITION 4 Restraint, Brake System and GVWR Class |              | Restraint Category |                        |   |   |   |   |   |   |   |   |
|---|--------------|--------------------|------------------------|---|---|---|---|---|---|---|---|
| Vehicle Type  | Brake System | GVWR Class**       | GVWR Range             | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 |
| MPV, Truck  | Hydraulic    | Class A:           | Less than 3,000 pounds |   |   |   |   |   |   |   |   |
| MPV, Truck  | Hydraulic    | Class B:           | 3,001-4,000 pounds     |   |   |   |   |   |   |   |   |
| MPV, Truck  | Hydraulic    | Class C:           | 4,001-5,000 pounds     |   |   | Y | K | C |   |   |   |
| MPV, Truck  | Hydraulic    | Class D:           | 5,001-6,000 pounds     |   |   | Z | L | D | G |   |   |
| MPV, Truck  | Hydraulic    | Class E:           | 6,001-7,000 pounds     |   |   |   | M | E | H |   |   |
| MPV, Truck  | Hydraulic    | Class F:           | 7,001-8,000 pounds     |   |   |   | N | F | J |   |   |
| MPV, Truck  | Hydraulic    | Class G:           | 8,001-8,500 pounds     |   |   |   | P | V |   |   |   |
| Truck, Bus  | Hydraulic    | Class G:           | 8,501-9,000 pounds     | H | C | N |   |   |   |   | 1 |
| Truck, Bus  | Hydraulic    | Class H:           | 9,001-10,000 pounds    | J | D | S |   |   |   |   | 2 |
| Truck, Bus  | Hydraulic    | Class 3:           | 10,001-14,000 pounds   | K | E | W |   |   |   |   | 3 |
| Truck, Bus  | Hydraulic    | Class 4:           | 14,001-16,000 pounds   | L | F | X |   |   |   |   | 4 |
| Truck, Bus  | Hydraulic    | Class 5:           | 16,001-19,500 pounds   | M | G | A |   |   |   |   | 5 |
| Truck, Bus  | Hydraulic    | Class 6:           | 19,501-26,000 pounds   | N |   |   |   |   |   |   | 6 |
| Truck, Bus  | Hydraulic    | Class 7:           | 26,001-33,000 pounds   | P |   |   |   |   |   |   |   |
| Truck, Bus  | Air          | Class 6:           | 19,501-26,000 pounds   | W |   |   |   |   |   |   |   |
| Truck, Bus  | Air          | Class 7:           | 26,001-33,000 pounds   | X |   |   |   |   |   |   |   |
| Truck, Bus  | Air          | Class 8:           | 33,001-55,000 pounds   | Y |   |   |   |   |   |   |   |

\*\* Brake System (only) for busses and incomplete vehicles - GVWR chassis shown are not applicable

| Restraint Category |   |
|--------------------|---|
| Code               | Restraint Devices and Location  |
| 1                  | Manual belts WITHOUT air bags   |
| 2                  | Manual belts with driver frontal air bag ONLY   |
| 3                  | Manual belts with driver and passenger frontal air bags   |
| 4                  | Manual belts with driver and passenger frontal air bags and side inflatable restraint (1st row)                               |
| 5                  | Manual belts with driver and passenger frontal air bags and side inflatable restraint (1st & 2nd row)                         |
| 6                  | Manual belts with driver and passenger frontal air bags and side inflatable restraint (1st, 2nd & 3rd row)                    |
| 7                  | Manual belts with driver and passenger frontal air bags and side inflatable restraint (1st & 2nd row) and driver knee air bag |
| 8                  | No restraints   |

| VIN POSITIONS 5, 6, 7 VIN Code Line, Series, Body Type for Passenger Cars |                |                           |                      |
|---|----------------|---------------------------|----------------------|
| VIN Code  | Car Line       | Series                    | Body Type            |
| <b>FORD</b>   |                |                           |                      |
| P0G   | Fusion         | S                         | 4-Dr. Sedan          |
| P0H   | Fusion         | SE                        | 4-Dr. Sedan          |
| P0J   | Fusion         | SEL FWD                   | 4-Dr. Sedan          |
| P0K   | Fusion         | SEL AWD                   | 4-Dr. Sedan          |
| P0P   | Fusion         | Sport FWD                 | 4-Dr. Sedan          |
| P0D   | Fusion         | Sport AWD                 | 4-Dr. Sedan          |
| P0L   | Fusion         | Hybrid                    | 4-Dr. Sedan          |
| P2D   | Taurus         | SE FWD                    | 4-Dr. Sedan          |
| P2E   | Taurus         | SEL FWD                   | 4-Dr. Sedan          |
| P2F   | Taurus         | Limited FWD               | 4-Dr. Sedan          |
| P2H   | Taurus         | SEL AWD                   | 4-Dr. Sedan          |
| P2J   | Taurus         | Limited AWD               | 4-Dr. Sedan          |
| P2K   | Taurus         | SHO AWD                   | 4-Dr. Sedan          |
| P3C   | Focus          | SE                        | 2-Dr. Coupe          |
| P3D   | Focus          | SES                       | 2-Dr. Coupe          |
| P3E   | Focus          | S                         | 4-Dr. Sedan          |
| P3F   | Focus          | SE                        | 4-Dr. Sedan          |
| P3G   | Focus          | SES                       | 4-Dr. Sedan          |
| P3H   | Focus          | SEL                       | 4-Dr. Sedan          |
| P7A   | Crown Victoria | Livery - LWB              | 4-Dr. Sedan          |
| P7B   | Crown Victoria | Police Interceptor        | 4-Dr. Sedan          |
| P7C   | Crown Victoria | Commercial                | 4-Dr. Sedan          |
| P7E   | Crown Victoria | LX                        | 4-Dr. Sedan          |
| P8A   | Mustang        | Base                      | 2-Dr. GT Coupe       |
| P8C   | Mustang        | GT                        | 2-Dr. GT Coupe       |
| P8E   | Mustang        | Base Convertible          | 2-Dr. Convertible    |
| P8F   | Mustang        | GT Convertible            | 2-Dr. GT Convertible |
| P8J   | Mustang        | Shelby GT 500 Coupe       | 2-Dr. GT Coupe       |
| P8K   | Mustang        | Shelby GT 500 Convertible | 2-Dr. GT Convertible |
| <b>MERCURY</b>  |                |                           |                      |
| MOH   | Milan          | Milan                     | 4-Dr. Sedan          |
| MOJ   | Milan          | Premier FWD               | 4-Dr. Sedan          |
| MOC   | Milan          | Premier AWD               | 4-Dr. Sedan          |
| MOL   | Milan          | Hybrid                    | 4-Dr. Sedan          |
| M7F   | Grand Marquis  | LS                        | 4-Dr. Sedan          |
| <b>LINCOLN</b>  |                |                           |                      |
| L2G   | MKZ            | FWD                       | 4-Dr. Sedan          |
| L2J   | MKZ            | AWD                       | 4-Dr. Sedan          |
| L8C   | Town Car       | Signature Limited         | 4-Dr. Sedan          |
| L8E   | Town Car       | Executive LWB*            | Livery               |
| L8F   | Town Car       | Signature LWB*            | 4-Dr. Sedan          |
| L8J   | Town Car       | Executive                 | Limousine / Hearse   |
| L9D   | MKS            | FWD                       | 4-Dr. Sedan          |
| L9E   | MKS            | AWD                       | 4-Dr. Sedan          |
| L9F   | MKS            | EcoBoost™ AWD             | 4-Dr. Sedan          |

\*LWB" means Long Wheel Base "FWD" means Front Wheel Drive "AWD" means All Wheel Drive

| VIN POSITIONS 5, 6, 7 VIN Code Line, Series, Body Type for Passenger Cars Multipurpose Passenger Vehicles (MPV's), Buses, and Incomplete Vehicles (IV's) with GVW Ratings of 4990 Kilograms (11,000 Pounds) or less: |               |             |              |                  |              |
|--|---------------|-------------|--------------|------------------|--------------|
| VIN CODE   | Line          | Series      | Chassis Type | Cab or Body Type | Vehicle Type |
| <b>FORD</b>  |               |             |              |                  |              |
| K1F  | Expedition EL | XLT         | 4X2          | 4-Door           | MPV          |
| K1G  | Expedition EL | XLT         | 4X4          | 4-Door           | MPV          |
| K1H  | Expedition EL | Eddie Bauer | 4X2          | 4-Door           | MPV          |
| K1J  | Expedition EL | Eddie Bauer | 4X4          | 4-Door           | MPV          |
| K1K  | Expedition EL | Limited     | 4X2          | 4-Door           | MPV          |
| K2A  | Expedition EL | Limited     | 4X4          | 4-Door           | MPV          |
| K3A  | Edge          | Sport       | FWD          | 4-Door           | MPV          |
| K3G  | Edge          | SE          | FWD          | 4-Door           | MPV          |
| K3J  | Edge          | SEL         | FWD          | 4-Door           | MPV          |
| K3K  | Edge          | Limited     | FWD          | 4-Door           | MPV          |
| K4A  | Edge          | Sport       | AWD          | 4-Door           | MPV          |
| K4G  | Edge          | SE          | AWD          | 4-Door           | MPV          |
| K4J  | Edge          | SEL         | AWD          | 4-Door           | MPV          |
| K4K  | Edge          | Limited     | AWD          | 4-Door           | MPV          |
| K5B  | Flex          | SE          | FWD          | 4-Door           | MPV          |
| K5C  | Flex          | SEL         | FWD          | 4-Door           | MPV          |
| K5D  | Flex          | Limited     | FWD          | 4-Door           | MPV          |
| K6C  | Flex          | SEL         | AWD          | 4-Door           | MPV          |
| K6D  | Flex          | Limited     | AWD          | 4-Door           | MPV          |
| R1A  | Ranger        |             | 4X2          | Regular Cab      | Truck        |
| R1E  | Ranger        |             | 4X2          | Supercab 2-Dr    | Truck        |
| R1F  | Ranger        |             | 4X4          | Supercab 2-Dr    | Truck        |
| R4E  | Ranger        |             | 4X2          | Supercab 4-Dr    | Truck        |
| R4F  | Ranger        |             | 4X4          | Supercab 4-Dr    | Truck        |
| U0C  | Escape        |             | FWD          | 4-Door           | MPV          |
| U0D  | Escape        | XLT         | FWD          | 4-Door           | MPV          |
| U0E  | Escape        | Limited     | FWD          | 4-Door           | MPV          |
| U0C  | Escape        | XLS         | AWD          | 4-Door           | MPV          |
| U0D  | Escape        | XLT         | AWD          | 4-Door           | MPV          |
| U0E  | Escape        | Limited     | AWD          | 4-Door           | MPV          |
| U4K  | Escape        | HEV         | FWD          | 4-Door           | MPV          |
| U5K  | Escape        | HEV         | AWD          | 4-Door           | MPV          |
| U1F  | Expedition    | XLT         | 4X2          | 4-Door           | MPV          |
| U1G  | Expedition    | XLT         | 4X4          | 4-Door           | MPV          |
| U1H  | Expedition    | Eddie Bauer | 4X2          | 4-Door           | MPV          |

| VIN POSITIONS 5, 6, 7 VIN Code Line, Series, Body Type for Passenger Cars Multipurpose Passenger Vehicles (MPV's), Buses, and Incomplete Vehicles (IV's) with GVW Ratings of 4990 Kilograms (11,000 Pounds) or less: |             |                     |              |                  |              |
|--|-------------|---------------------|--------------|------------------|--------------|
| VIN CODE   | Line        | Series              | Chassis Type | Cab or Body Type | Vehicle Type |
| <b>FORD</b>  |             |                     |              |                  |              |
| U1J  | Expedition  | Eddie Bauer Limited | 4X4          | 4-Door           | MPV          |
| U1K  | Expedition  | Limited             | 4X2          | 4-Door           | MPV          |
| U2A  | Expedition  | Limited             | 4X4          | 4-Door           | MPV          |
| U2D  | Sport Trac  | Limited             | AWD          | 4-Door           | MPV          |
| U3B  | Sport Trac  | XLT                 | 4X2          | 4-Door           | MPV          |
| U3D  | Sport Trac  | Limited             | 4X2          | 4-Door           | MPV          |
| U5B  | Sport Trac  | XLT                 | 4X4          | 4-Door           | MPV          |
| U5D  | Sport Trac  | Limited             | 4X4          | 4-Door           | MPV          |
| U6D  | Explorer    | XLT                 | 4X2          | 4-Door           | MPV          |
| U6E  | Explorer    | Eddie Bauer Limited | 4X2          | 4-Door           | MPV          |
| U6F  | Explorer    | Limited             | 4X2          | 4-Door           | MPV          |
| U7D  | Explorer    | XLT                 | 4X4          | 4-Door           | MPV          |
| U7E  | Explorer    | Eddie Bauer Limited | 4X4          | 4-Door           | MPV          |
| U7F  | Explorer    | Limited             | 4X4          | 4-Door           | MPV          |
| U8D  | Explorer    | XLT                 | AWD          | 4-Door           | MPV          |
| U8E  | Explorer    | Eddie Bauer Limited | AWD          | 4-Door           | MPV          |
| U8F  | Explorer    | Limited             | AWD          | 4-Door           | MPV          |
| <b>MERCURY</b>   |             |                     |              |                  |              |
| N8B  | Mariner     | Luxury              | FWD          | 4-Door           | MPV          |
| N8H  | Mariner     | Premier             | FWD          | 4-Door           | MPV          |
| N9B  | Mariner     | Luxury              | AWD          | 4-Door           | MPV          |
| N9H  | Mariner     | Premier             | AWD          | 4-Door           | MPV          |
| N2K  | Mariner     | HEV                 | FWD          | 4-Door           | MPV          |
| N3K  | Mariner     | HEV                 | AWD          | 4-Door           | MPV          |
| N3H  | Mountaineer | Luxury              | 4X2          | 4-Door           | MPV          |
| N3J  | Mountaineer | Premier             | 4X2          | 4-Door           | MPV          |
| N4H  | Mountaineer | Luxury              | AWD          | 4-Door           | MPV          |
| N4J  | Mountaineer | Premier             | AWD          | 4-Door           | MPV          |
| <b>LINCOLN</b>   |             |                     |              |                  |              |
| J5F  | MKT         |                     | FWD          | 4-Door           | MPV          |
| J5A  | MKT         |                     | AWD          | 4-Door           | MPV          |
| J2H  | Navigator   |                     | 4X2          | 4-Door           | MPV          |
| J2J  | Navigator   |                     | 4X4          | 4-Door           | MPV          |
| J3H  | Navigator L |                     | 4X2          | 4-Door           | MPV          |
| J3J  | Navigator L |                     | 4X4          | 4-Door           | MPV          |
| U27  | Navigator   |                     | 4X2          | 4-Door           | MPV          |
| U28  | Navigator   |                     | 4X4          | 4-Door           | MPV          |
| U68  | MKX         |                     | FWD          | 4-Door           | MPV          |
| U88  | MKX         |                     | AWD          | 4-Door           | MPV          |

"HEV" means Hybrid Electric Vehicle

"MPV" means Multipurpose Passenger Vehicle

"Conv" means Convenience

"SRW" means Single Rear Wheels

1 Available in U.S. only

2 Available in Canada only

"IV" means Incomplete Vehicle

"DRW" means Dual Rear Wheels

| VIN POSITIONS 5, 6, 7 Line, Series, Chassis, Cab Type or Body Type for Trucks, Multipurpose Passenger Vehicles (MPV's), Buses, Light, Medium & Heavy Trucks and Incomplete Vehicles (IV's): |              |        |              |                         |              |
|---|--------------|--------|--------------|-------------------------|--------------|
| VIN CODE  | Line         | Series | Chassis Type | Cab or Body Type        | Vehicle Type |
| <b>FORD</b>   |              |        |              |                         |              |
| F1C   | F-Series     | F150   | 4X2          | Regular Cab - Styleside | Truck        |
| F1E   | F-Series     | F150   | 4X4          | Regular Cab - Styleside | Truck        |
| W1C   | F-Series     | F150   | 4X2          | SuperCrew - Styleside   | Truck        |
| W1E   | F-Series     | F150   | 4X4          | SuperCrew - Styleside   | Truck        |
| X1C   | F-Series     | F150   | 4X2          | SuperCab - Styleside    | Truck        |
| X1E   | F-Series     | F150   | 4X4          | SuperCab - Styleside    | Truck        |
| F2A   | F-Series     | F250   | 4X2          | Regular Cab SRW         | Truck / IV   |
| F2B   | F-Series     | F250   | 4X4          | Regular Cab SRW         | Truck / IV   |
| F3A   | F-Series     | F350   | 4X2          | Regular Cab SRW         | Truck / IV   |
| F3B   | F-Series     | F350   | 4X4          | Regular Cab SRW         | Truck / IV   |
| F3C   | F-Series     | F350   | 4X2          | Regular Cab DRW         | Truck / IV   |
| F3D   | F-Series     | F350   | 4X4          | Regular Cab DRW         | Truck / IV   |
| F3E   | F-Series     | F350   | 4X2          | Regular Cab SRW         | Truck / IV   |
| F3F   | F-Series     | F350   | 4X4          | Regular Cab SRW         | Truck / IV   |
| F3G   | F-Series     | F350   | 4X2          | Regular Cab DRW         | Truck / IV   |
| F3H   | F-Series     | F350   | 4X4          | Regular Cab DRW         | Truck / IV   |
| F4G   | F-Series     | F450   | 4X2          | Regular Cab - DRW       | Truck / IV   |
| F4H   | F-Series     | F450   | 4X4          | Regular Cab - DRW       | Truck / IV   |
| F5G   | F-Series     | F550   | 4X2          | Regular Cab - DRW       | Truck / IV   |
| F5H   | F-Series     | F550   | 4X4          | Regular Cab - DRW       | Truck / IV   |
| F6F   | F-Super Duty | F650   | DRW 4X2      | Reg Cab Straight Frame  | Truck / IV   |
| F6G   | F-Super Duty | F650   | DRW 4X2      | Reg Cab Kick-Up Frame   | Truck / IV   |
| F7F   | F-Super Duty | F750   | DRW 4X2      | Reg Cab Pick-Up Delete  | Truck / IV   |
| W2A   | F-Series     | F250   | 4X2          | Crew Cab SRW            | Truck / IV   |
| W2B   | F-Series     | F250   | 4X4          | Crew Cab SRW            | Truck / IV   |
| W3A   | F-Series     | F350   | 4X2          | Crew Cab SRW            | Truck / IV   |
| W3B   | F-Series     | F350   | 4X4          | Crew Cab SRW            | Truck / IV   |
| W3C   | F-Series     | F350   | 4X2          | Crew Cab DRW            | Truck / IV   |
| W3D   | F-Series     | F350   | 4X4          | Crew Cab DRW            | Truck / IV   |
| W3E   | F-Series     | F350   | 4X2          | Crew Cab SRW            | Truck / IV   |
| W3F   | F-Series     | F350   | 4X4          | Crew Cab SRW            | Truck / IV   |
| W3G   | F-Series     | F350   | 4X2          | Crew Cab DRW            | Truck / IV   |
| W3H   | F-Series     | F350   | 4X4          | Crew Cab DRW            | Truck / IV   |
| W4C   | F-Series     | F450   | 4X2          | Crew Cab - DRW          | Truck / IV   |
| W4D   | F-Series     | F450   | 4X4          | Crew Cab - DRW          | Truck / IV   |
| W4G   | F-Series     | F450   | 4X2          | Crew Cab - DRW          | Truck / IV   |
| W4H   | F-Series     | F450   | 4X4          | Crew Cab - DRW          | Truck / IV   |
| W5G   | F-Series     | F550   | 4X2          | Crew Cab - DRW          | Truck / IV   |
| W5H   | F-Series     | F550   | 4X4          | Crew Cab - DRW          | Truck / IV   |
| W6F   | F-Super Duty | F650   | DRW 4X2      | Crew Cab Straight Frame | Truck / IV   |
| W6G   | F-Super Duty | F650   | DRW 4X2      | Crew Cab Kick-Up Frame  | Truck / IV   |
| W7F   | F-Super Duty | F750   | DRW 4X2      | Crew Cab Pick-Up Delete | Truck / IV   |
| X2A   | F-Series     | F250   | 4X2          | SuperCab SRW</          |              |