

2021 ADVANCED FUEL

BUYER'S GUIDE



**COMPRESSED
NATURAL GAS**



**PROPANE
AUTOGAS**



BIODIESEL



ETHANOL



HYBRID



PLUG-IN HYBRID



ALL-ELECTRIC



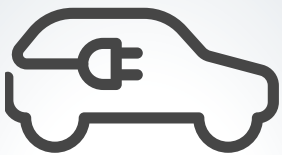
Computer-generated images with available features and aftermarket equipment shown throughout



Go Further

A BATTERY ELECTRIC VEHICLE (BEV) CAN OFFER A LOWER COST OF OWNERSHIP

Electric vehicles have fewer moving parts, which potentially lowers scheduled maintenance costs.¹



POTENTIAL FUEL SAVINGS

No gas engine means no more paying for gasoline. Operating an all-electric vehicle can mean lower overall fuel costs vs. a vehicle powered by an internal combustion engine.²



SCHEDULED MAINTENANCE SAVINGS

Maintenance costs of BEVs can be lower than those of conventional vehicles. In general, all-electric vehicles that use only electricity require less maintenance because there are usually fewer fluids (like oil and transmission fluid) to change and fewer moving parts.³



INCENTIVES

Many local and state governments offer financial incentives to help offset the cost of purchasing a Battery Electric Vehicle.



Battery Electric Vehicles (BEVs) can mean savings and lower costs for your business.

¹ Scheduled maintenance cost on the Ford Mustang Mach-E is estimated to be 38% less than the average of scheduled maintenance cost compared to a gas-powered 2020 Escape over 5 years/75,000 miles (whichever comes first). Scheduled maintenance costs are based on recommended service schedule as published in the Owner's Manual. Analysis reflects Ford Motor Company's standard method for calculating scheduled maintenance cost and reflects data in 2018 & 2019.

² <https://www.energy.gov/eere/electricvehicles/saving-fuel-and-vehicle-costs>

³ <https://www.energy.gov/energysaver/articles/saving-money-electric-vehicles>

WHY ADVANCED FUEL IS IMPORTANT

FORD IS WORKING TO REVOLUTIONIZE MOBILITY, FUELED BY NEW CHALLENGES AND CREATING SOLUTIONS TO BUILD A BETTER WORLD FOR EVERYONE.

MILD HYBRID	FULL HYBRID	PLUG-IN HYBRID	ALL-ELECTRIC
GAS ONLY (NO PLUG)	GAS ONLY (NO PLUG)	GAS + CHARGING	CHARGING ONLY (NO GAS)
Vehicle cannot run exclusively on battery energy (combo w/gas)	Vehicle can run exclusively on battery energy to optimize efficiency	Vehicle can run exclusively on battery energy to optimize efficiency	Vehicle runs exclusively on battery energy

FORD OFFERS CUSTOMERS A COMPLETE SELECTION OF ADVANCED FUEL COMMERCIAL VEHICLES

	Transit Connect Cargo Van/ Passenger Wagon	Transit Cargo Van/Crew Van/ Passenger Van	Transit Cutaway/ Chassis Cab	E-350/E-450 Cutaway	E-350/E-450 Stripped Chassis	F-150 Pickup	F-250/F-350/F-450 Super Duty® Pickup	F-350/F-450/ F-550/F-600 Super Duty Chassis Cab	F-650/F-750 Medium Duty Chassis Cab	F-59 Commercial/ F-53 Motorhome Stripped Chassis
Advanced Fuel Type										
Ethanol (E85)	<i>Ford</i> ¹	<i>Ford</i> ²	<i>Ford</i> ²	<i>Ford</i>	<i>Ford</i>	<i>Ford</i>	<i>Ford</i>	<i>Ford</i> ⁶	<i>Ford</i>	<i>Ford</i>
Biodiesel (B20)						<i>Ford</i>	<i>Ford</i>	<i>Ford</i>	<i>Ford</i>	
CNG ³	✓			✓	✓		✓	✓	✓	✓
Propane ³				✓	✓		✓	✓	✓	✓
Electrification Options										
HEV						<i>Ford</i>				
GVWR (lbs.)	5,110 - 5,420	8,550 - 10,360 (Passenger Van) 8,550 - 11,000 (Cargo / Crew Van)	9,070 - 11,000	E-350: 10,050 - 12,500 E-450: 14,000 - 14,500	E-350: 11,500 - 12,500 E-450: 14,000 - 14,500	6,010 - 7,850	9,900 - 14,000	9,800 - 22,000	Gas: 22,000 - 33,000 Diesel: 20,500 - 37,000	16,000 - 22,000 (F-59) 16,000 - 26,000 (F-53)
GCWR (lbs.)	5,930 - 6,380	10,800 - 13,000	11,200 - 15,000	E-350: 13,000 - 18,500 E-450: 18,000 - 22,000	E-350: 13,000 - 18,500 E-450: 18,000 - 22,000	9,400 - 19,500	19,500 - 45,300	19,500 - 43,000	Gas: 37,000 Diesel: 50,000	23,000 - 26,000 (F-59) ⁴ 23,000 - 30,000 (F-53)
Payload (lbs.)†	1,250 - 1,550	2,440 - 5,110	4,420 - 6,400	E-350: 5,030 - 7,210 E-450: 8,480 - 8,980	E-350: 6,870 - 7,820 E-450: 9,140 - 9,690	1,705 - 3,325	2,110 - 7,850	2,620 - 15,090	11,386 - 26,592	10,050 - 15,610 (F-59) ⁵ 9,650 - 18,720 (F-53)
Engine	2.5L iVCT I-4 ³ 2.0L GDI I-4 FFV	3.5L PFDi V6 FFV 3.5L EcoBoost® V6	3.5L PFDi V6 FFV 3.5L EcoBoost V6	7.3L 2V DEVCT PFI NA V8 ³ Prem Rating: 350 Hp/468 ft.-lbs. Economy Rating: 300Hp/425 ft.-lbs. FFV capability package available on both ratings	7.3L 2V DEVCT PFI NA V8 ³ Prem Rating: 350 Hp/468 ft.-lbs. Economy Rating: 300Hp/425 ft.-lbs. FFV capability package available on both ratings	3.3L V6 PFDI FFV 3.5L EcoBoost High Output ⁷ 2.7L EcoBoost V6 3.5L EcoBoost V6 3.0L Power Stroke® V6 Turbo Diesel 5.0L V8 PFDI FFV	6.2L V8 FFV ³ 6.7L Power Stroke V8 Diesel 7.3L 2V DEVCT PFI NA V8 Gas ³	6.2L V8 FFV ³ 6.7L Power Stroke V8 Diesel 7.3L 2V DEVCT PFI NA V8 Gas ³	6.7L Power Stroke V8 Diesel 7.3L 2V DEVCT PFI NA V8 Gas ³	7.3L 2V DEVCT PFI NA V8 Gas ³
Transmission	2.5L 6-Speed SelectShift® Automatic with Overdrive 2.0L 8-Speed SelectShift Automatic with Overdrive	10-Speed SelectShift Automatic with Overdrive	10-Speed SelectShift Automatic with Overdrive	TorqShift® 6-Speed Automatic with Overdrive Tow-Haul Mode	TorqShift 6-Speed Automatic with Overdrive Tow-Haul Mode	10-Speed SelectShift automatic with progressive range select and selectable drive modes Hybrid Electronic Ten-Speed Automatic Transmission (req. 3.5L PowerBoost Full Hybrid V6 Engine)	TorqShift-G 6-speed with SelectShift with Tow/Haul Mode (F-250 with 6.2L V8) Torshift 10-Speed Automatic with selectable drive modes; normal, Tow/Haul, eco, slippery & deep sand/snow (N/A F-250 w/6.2L Gas engine)	TorqShift 10-Speed Automatic with selectable drive modes; normal, Tow/Haul, eco, slippery & deep sand/snow	TorqShift Heavy Duty 6-Speed Automatic with Overdrive Tow-Haul Mode	TorqShift 6-Speed Automatic with Overdrive Tow-Haul Mode

1 Available in certain states only. See dealer for details. 3 Available with CNG/Propane Gaseous Engine Prep Package.
2 Government orders only.
† When properly equipped.

4 F-59 has a max GCWR of 29,700 lbs. with the Parcel Delivery Van Package available with the 208" WB and max GCWR of 27,200 lbs. with the Parcel Delivery Van Package available with 168" WB.
5 F-59 has a max payload of 15,750 lbs. with the Parcel Delivery Van Package available with the 178" WB/22,000 lbs. GVWR.
6 E85 is only available on F-350 Chassis Cab
7 Available on Raptor only.

Ford Available directly from Ford.
✓ Available via QVM's.

SUSTAINABLE SOLUTIONS FROM FORD

Developing advanced fuel vehicles is a priority at Ford Motor Company. We realize that the right vehicles can make a world of difference and we're committed to adding sustainable options to our already impressive lineup.

- **Escape HEV** – Currently in production
- **Escape PHEV** – Coming Spring 2021
- **Explorer HEV** – Currently in production
- **Explorer PHEV** – Currently in production
- **Mustang Mach-E** – Currently in production
- **F-150 BEV** – Coming mid 2022
- **E-Transit** – Coming late 2021
- **Corsair PHEV** – Coming Spring 2021
- **Aviator Grand Touring PHEV** – Currently in production

2022 E-TRANSIT – LEADING THE CHARGE

Arriving in late 2021, the E-Transit will be the zero emissions workhorse that will power the future of business.

CONNECTED

The Ford commercial vehicle ecosystem is expanding to include electric vehicle monitoring software and connected solutions so you can seamlessly integrate E-Transit fleet day-to-day operations.

UNCOMPROMISED CARGO CAPACITY

E-Transit delivers the power of choice with a variety of chassis options, including cargo van, cutaway and chassis cab, plus three roof heights and three body lengths.

THE RANGE YOU NEED

The average daily range for commercial vans in the U.S. is 74 miles. Of course, we understand that there are days when those distances are higher and recognize the need to adjust for factors such as cold weather. So we designed E-Transit with an available targeted range of 126 miles. (Cargo Van low-roof models).*

*Based on full charge. USA targeted range reflecting current capability based on analytical projection consistent with US EPA MCT drive cycle methodology (www.fueleconomy.gov/feg/pdfs/EPA_test_procedure_for_EVs-PHEVs-11-14-2017.pdf). Actual range varies with conditions such as external elements, driving behaviors, vehicle maintenance and lithium-ion battery age.



A GROWING ELECTRIC INFRASTRUCTURE

North America's largest public charging network. With more places to charge in North America than any other automaker, Ford has you covered.*

FORD PUBLIC CHARGING SOLUTIONS:

Ford all-electric customers have simple and easy access to the FordPass Charging Network – the largest public charging network in North America offered by automotive manufacturers with over 16,000 charging stations (over 47,000 plugs) and growing* – making them as ubiquitous as some of the most popular pharmacy or coffee chains.** The Ford public charging solutions provides access without the need to register with multiple charging networks. The Ford all-electric vehicle lineup will have connected built-in navigation that allows you to access charging station location and availability. Once activated, the driver will have total access to the FordPass charging network and thanks to Plug & Charge technology, you can automatically activate and pay for charging by simply plugging into a participating public charging station.

* Based on original equipment manufacturers (OEM)/automotive manufacturers that sell all-electric vehicles and have publicly announced charging networks. Department of Energy data used.
** Some public charging stations in the network are in garages or other structures that have vehicle height restrictions.

CHARGING YOUR FLEET

COMMERCIAL

A number of businesses and workplaces offer commercial electric vehicle (EV) charging infrastructure. These commercial grade Level 2 (240V) systems can charge vehicles significantly faster than using an ordinary 120V outlet.

Plug your vehicle in and initiate the charging process. The charging station will indicate that the vehicle is in the process of charging. When charging is complete, users simply stow the cord, keeping it organized for the next user. Stations are available in pedestal or wall-mount configurations. Wall-mount units can either be hardwired for permanent installations or plugged into an existing 240V outlet for simple removal of the unit. As an added benefit, it is possible for network stations to let users know if a vehicle is charging or how much energy was dispensed. This information can be used to determine EV miles driven as well as fuel and CO₂ saved.

RESIDENTIAL CHARGING:

A 240V (48A) Wi-Fi connected charging station will be available for E-Transit through Ford dealers Fall 2021. It is branded by Ford Motor Company and can be hardwired.



FORD HOME CHARGING SOLUTIONS:

In addition to access to the Ford charging network, Ford will provide the Ford Mobile Charger with the E-Transit, which will charge on a normal 120V outlet for emergencies or at a 240V NEMA 14-50 outlet for faster charging. In the event customers require a faster charger and connected experience Ford will offer the Ford Connected Charge Station to maximize Level 2 charging and connected features.

FORD CHARGING BUYER'S GUIDE:

Ford has developed a commercial vehicle charging buyer's guide, which describes these solutions in more detail and also outlines key considerations and resources for fleets with respect to other elements including third-party depot charging services providers and incentives. Ford Charging Solutions will help you to transition your fleet to electrification in a way that helps optimize costs.

PUBLIC

For drivers to charge their battery-electric vehicles (BEVs) and plug-in hybrid electric vehicles (PHEVs) in public, charging stations are being deployed with consideration for daily commutes and typical driving habits. BEV & PHEV drivers today find it convenient to charge their vehicle at their residence or business during vehicle downtime or overnight via a Level 2 charger. Public charging stations use Level 2 AC (240V) and DC fast charging. Level 2 stations are usually located where vehicle owners are likely to be for an extended time, such as shopping centers, city parking lots and garages, airports, hotels and other businesses. DC fast chargers are intended to provide a quick boost in charge in a short time. DC fast chargers are being installed along major highways and in select urban centers where EVs are expected to be concentrated.



BROAD PORTFOLIO OF QVM SOLUTIONS

QVM DEVELOPERS

Don't settle for just any converter. Get a conversion that meets the demands of your industry and look for a Ford Motor Company Qualified Vehicle Modifier (QVM). To qualify as a QVM, a coach builder must be successfully evaluated by Ford Motor Company on criteria such as engineering, the manufacturing process, quality control, and adherence to Ford Motor Company QVM guidelines.

QVM DEVELOPER CONTACT INFORMATION

CODES	COMPANY	WEBSITE	
A	ALTECH-ECO	ALTECHECO.COM	QVM
L	LANDI RENZO®	LANDIUSA.COM	QVM
R	ROUSH® CLEANTECH	ROUSHCLEANTECH.COM	QVM
W	WESTPORT	WESTPORT.COM	QVM

QVM DEVELOPER CHART

Model	CNG		Propane	
	Dedicated	Bi-Fuel	Dedicated	Bi-Fuel
Transit Connect	—	—	—	—
E-350 – E-450	L*	—	R*	—
F-250–F-350	A, L*, W	A, L, W	—	—
F-450–F-600	L*, W	—	R*	—
F-650–F-750	L*, W	—	R*	—
F-53, F-59 Stripped Chassis	L*, W	—	R*	—

* CARB Certified.

Go to FordUpfits.com to find QVM upfitters near you.

FORD ENGINEERING SUPPORT

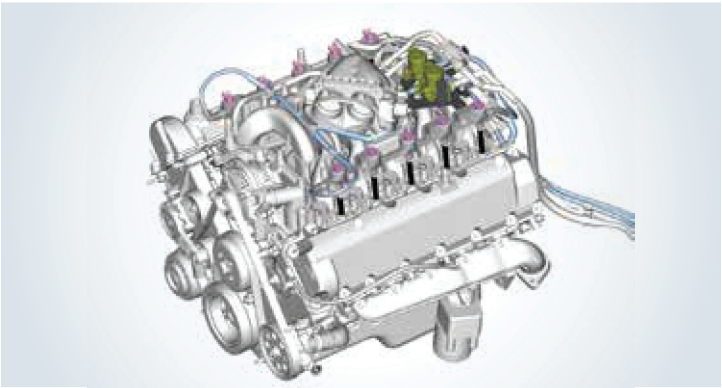
ADVANCED FUEL QVM'S (GASEOUS FUEL)

Onsite assessments at each QVM location help assure conformance to a high standard of manufacturing, assembly, workmanship, and customer service.

Modifiers that have demonstrated compliance with the overall vehicle modification requirements and vocation specific guidelines and validation are listed on page 7.



GASEOUS FUEL



DEALERS DEDICATED TO DRIVING YOUR BUSINESS

With over 600+ nationwide, Ford Commercial Vehicle Centers are specially trained and equipped to sell, service and finance the most complete line of commercial vehicles to help you get the job done right!

Whether it's an off-the-lot purchase or a fully-customized upfit, our Commercial Vehicle Centers are ready to roll up their sleeves and get you on the road.

COMMERCIAL VEHICLE CENTER BENEFITS

A CERTIFIED COMMERCIAL ACCOUNT MANAGER

We make interacting with your dealer simple, easy and efficient. You're assigned a certified Commercial Account Manager who specializes in commercial vehicles, and is with you every step of the way.

CERTIFIED COMMERCIAL EXPERTS THROUGHOUT YOUR DEALER

When you work with a Ford Commercial Vehicle Center, you're getting certified commercial experts with advanced knowledge who can help you at every turn—be it vehicle sales, service, parts or finance.

COMMERCIAL VEHICLES IN STOCK

Commercial Vehicle Centers are certified experts in finding the right vehicle for your particular application. A great selection of commercial vehicles is available on-site for you to inspect and test-drive, and available for immediate sale.

UPFITTER EXPERTISE & ASSISTANCE

No two businesses are alike. That's why we are working with trusted, Ford-authorized upfitters nearby who can customize your vehicle to fit the particular needs of your business.



EXTENDED SERVICE HOURS

When we say “we’re here for you,” we mean it. Our Commercial Vehicle Centers are available for a minimum 55 hours a week. You don’t have the luxury of working a 40-hour week. Why should we?

PARTS IN STOCK/EXPEDITED SHIPPING

We're all about keeping you on the road. That's why participating dealers have access to a stocking system and expedited shipping that ensures they have the parts they need to get you up and running.

ROADSIDE SERVICE – 24/7 TOWING

Have a mishap, or a blown tire? No problem. Our 24-hour road service will take care of you. It's the kind of peace-of-mind customers have come to enjoy from us.

COMMERCIAL FINANCING & LEASE ALTERNATIVES

Ford Credit offers a wide range of flexible commercial finance and lease options to meet your needs. Our dedicated commercial sales team understands the commercial market and is ready to help you with customized plans and financial solutions.



ADVANCED FUEL INCENTIVES



COMMERCIAL UPFIT INCENTIVES

The Ford *Commercial Connection* program was created to help businesses upfit their commercial vehicles by providing incentives and special offers. As part of this program, Ford offers incentives¹ for advanced fuel modifications such as CNG or Propane. These incentives are in addition to any potential national retail incentives and are dependent on the vehicle model series. All advanced fuel modifications must be completed by a gaseous fuel QVM (see page 7).

Model	Transit Connect	Transit	E-Series Stripped Chassis	F-Series Super Duty® Pickup	F-Series Super Duty Chassis Cab	F-650/ F-750
INCENTIVE ²	\$500	\$1,000	\$1,000	\$500	\$1,000	\$1,500

¹ See dealer for qualifications and complete details. Program rules subject to change.
² Upfit minimum may be required dependent on vehicle. Units receiving any form of CPA (56A), GPC, Long-Term Rental (56K) or other concessions are ineligible. Restrictions apply. See your dealer for qualifications, complete details and possible program extension. Offer correct at time of printing. Program rules subject to change. Claimed incentives cannot exceed actual price of upfit.

IT IS IMPORTANT FOR CUSTOMERS TO CONSULT WITH THEIR FORD COMMERCIAL VEHICLE CENTER DEALER TO OBTAIN THE MOST CURRENT INCENTIVE DETAILS. GO TO FORDUPFITS.COM FOR MORE DETAILS.

A GREENER SHADE OF BLUE™

The Ford Police Interceptor® Utility is purpose-built to meet the unique needs of law enforcement and represents a smart investment.

The standard hybrid powertrain offers potential fuel savings versus traditional gas engines, thanks to reduced engine idle times and a more efficient EPA fuel economy rating.¹ When not in motion, traditional police vehicles must constantly keep their engines running to power on-board electrical equipment, like emergency lights, radios, computers and other items. With the Ford Police Interceptor® Utility hybrid, these electrical loads are powered via the lithium-ion hybrid battery, allowing the gas engine to shut off for extended periods of time...now running intermittently to keep the battery charged. The savings can really add up – potentially over \$3,500 per year, per vehicle, at \$2.75 per gallon.²

And all of this is done with no trade-offs in power or performance. The Police Interceptor with standard hybrid is pursuit-rated and has completed rigorous testing by Michigan State Police and Los Angeles County Sheriff's Department.³

POLICE INTERCEPTOR



The hybrid AWD powertrain of the Ford Police Interceptor Utility has all the horsepower, torque, acceleration, and top speed⁴ that you've come to expect from a Ford Police vehicle and it continues to be engineered to meet the 75-mph rear-impact test—the only vehicle in the world tested to this rigorous standard.⁵ It's this type of leadership that has made Ford a top choice for law enforcement year after year.

¹ EPA-estimated fuel economy 23 city/24 hwy/24 combined mpg. Actual mileage will vary.
² Fuel savings calculator details are available at <https://www.ford.com/police-vehicles/police-interceptor/hybrid-utility/calculator/> ³ https://www.michigan.gov/documents/msp/MY2021PoliceVehicleEvaluationTestBook_713080_7.pdf and <https://www.lasd.org/pdfs/web/VehicleTestBooklet.pdf>.
⁴ Based on Michigan State Police test results for the 2020 calendar year. ⁵ The full-size spare tire secured in the factory location is necessary to achieve police-rated 75-mph rear-impact crash-test performance attributes.

FORD PROVIDES COMPLETE CUSTOMER SUPPORT



Go Further

NATIONWIDE DEALER NETWORK – FORD.COM

Ford has a nationwide network of more than 3,000 dealers who provide sales, finance, and service support. Ford is a well-established leader in commercial sales and has a long history of providing vehicles that are Built Ford Tough®.



FORD CREDIT
Commercial Lending Services

FORD CREDIT COMMERCIAL LENDING SERVICES – CREDIT.FORD.COM

Ford Credit Commercial Lending Services help meet the unique demands of your business. Our finance products can be tailored to respond to fleet needs such as advanced fuel upfits, high-mileage leases, or flexible payment plans. We also offer Commercial Lines of Credit to help obtain vehicles quickly and easily.



COMMERCIAL
VEHICLE CENTER

COMMERCIAL VEHICLE CENTER – FORDCOMMERCIALVEHICLECENTER.COM

Ford Commercial Vehicle Centers are specially trained and equipped to sell, service, and finance America's best-selling line of hardworking commercial vehicles.*



GASEOUS ENGINE PREP PACKAGE

CNG and Propane Autogas (LPG) are increasingly popular choices for cutting fuel costs and greenhouse gas emissions. Ford offers Gaseous Engine Prep packages across our entire commercial vehicle lineup. These packages include hardened valves and valve seats and other components to withstand the higher operating temperatures and lower lubricity of gaseous fuels.



DETAILED ENGINEERING REQUIREMENTS

The Qualified Vehicle Modifier (QVM) Program is intended to help modifiers achieve greater levels of customer satisfaction and product acceptance through the manufacture of high-quality vehicles. This program assures vehicle modifiers have the capability and processes in place to maintain the integrity of the Ford systems while meeting federal and Ford Motor Company required standards.

Ford
Authorized
Pool Accounts

ESTABLISHED TRUCK EQUIPMENT UPFITTERS – FORDUPFITS.COM/FINDANUPFITTER

To get the equipment your business needs to get work done in an efficient, cost-effective manner, Ford has established Pool Accounts. These equipment specialists assist Ford Dealers to ensure you have the right truck for the right job every time.



WARRANTY-PARTS-SERVICE

Ford Dealers are equipped to provide any necessary service repairs. They stock Ford Authorized parts, and service technicians are factory-trained. Ford service departments are backed by computerized diagnostic equipment and have access to national hotline support.



ROADSIDE ASSISTANCE 24 HOURS-SEVEN DAYS

Ford provides roadside assistance 24 hours a day, seven days a week on all Ford commercial vehicles. By dialing 1-800-241-3673, Ford commercial advanced fuel vehicle customers also have access to flat tire change, locksmith service (if locked out) and towing.

*Based on total U.S. reported sales (2020 CY).



Commercial Vehicle Sales & Marketing
North American Fleet, Lease and Remarketing Operations
Ford Motor Company



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