

AGGRESSIVE!  
FLEXIBLE!  
COMPREHENSIVE!



BUILDING ON  
STRENGTH  
FOR 2003



*Ford Motor Company*  
100 YEARS



Program Period: August 1, 2002 - July 31, 2003



## THE FORD TRUCK *COMMERCIAL CONNECTION*— A CLOSER LINK WITH AMERICA'S BUSINESSES!



- **AGGRESSIVE!**
- **FLEXIBLE!**
- **COMPREHENSIVE!**

**Aggressive** – with incentives on trucks and vans for virtually every vocation, including hardworking Windstar Vans and Ranger Pickups.

**Flexible** – offering a choice of Cash Back or Upfit Assistance incentives, *plus* No Charge interior work systems for E-Series Cargo Vans.

**Comprehensive** – now with three new E-Series Masterack® Work Bin Rack System vocational upgrade options, *plus* a new vocational upgrade option for the E-Series EconoCargo® Interior System.

You'll Find Genuine Advantages with the Ford Truck *Commercial Connection* Program!

### THE RIGHT TRUCK AT THE RIGHT TIME.



That's the goal of Ford dealers across the nation.

Building on the strength of more than 85 years of innovation and improvement, **Built Ford Tough** Ford trucks, vans and interior systems are designed to meet the needs of business, industry and commerce across America. Their rugged durability, reliability, functionality and safety add up to outstanding values for our customers.

The 2003 Ford Truck *Commercial Connection* Program, and its incentive offerings, extends our commitment to uncompromising value. Its aggressive, easy-to-understand incentive options proudly stand ready to meet the essential transportation needs of American business, industry and commerce.

**What Business Are You In?  
So Are We!**



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#### A NOTE TO FORD FLEET CUSTOMERS

The Ford Truck *Commercial Connection* incentives described in this brochure are available to businesses that have, or are eligible for, a Fleet Identification Number (FIN). Some program elements vary, so visit a Ford dealer for complete program details.



## FORD E-SERIES CARGO VANS

The 2003 Ford E-Series Cargo Vans are again proving themselves to be the versatile workhorses preferred by business and industry. Ford E-Series Cargo Vans continue to offer durability, reliability and performance; qualities that have helped make E-Series America's sales leader every year since 1979.

Superior attention to detail is evident throughout the 2003 E-Series Cargo Van, where the spirit of continuous improvement has added new features to make this perennial workhorse better than ever. New improvements and added standard available equipment include:

- New base-level exterior mirrors – standard on all commercial cargo vans.
- Standard 72-ampere/hour battery.
- New 4.6L Triton V-8 availability on E-250 commercial cargo vans.
- Available sliding side door on EconoCargo-equipped commercial cargo vans.
- New colors: Burgundy Red Clearcoat Metallic (FX) and Silver Birch Clearcoat Metallic (JP).

In addition to these valuable enhancements, E-Series Cargo Vans continue to provide four-wheel ABS, driver- and passenger-side airbags\* and side door intrusion beams for continued protection. *Even more value in America's favorite full-size cargo van.*

\*Always wear your safety belt and secure children in the rear seat.

### Ford E-Series Cargo Van Availability

Versatile 2003 Ford E-Series Cargo Vans are available in a variety of configurations for specific business needs.

- E-150
- E-250
- E-250 Extended
- E-350 Super Duty
- E-350 Super Duty Extended

## E-SERIES ENGINES PROVIDE HARDWORKING PERFORMANCE

E-Series Triton™ engines offer more than enough power and torque to make the grade, while the available Power Stroke® 7.3L V-8 Turbo Diesel is ready for really big jobs on the highway or at the site. Every Ford gasoline engine is built to last 100,000 miles without a first scheduled tune-up\*\* and each has a fail-safe cooling system to help protect it in the event of a cooling system malfunction.

\*\*Under normal driving conditions with routine fluid and filter changes.



### Ford E-Series Cargo Van Engine Availability

#### E-150

##### Engines

4.2L EFI V-6 (Standard)  
4.6L EFI V-8  
5.4L EFI V-8

##### Transmissions

4-Spd. Auto. O/D (4R70W) 992/44U  
4-Spd. Auto. O/D (4R70W) 99W/44U  
4-Spd. Auto. O/D (4R70W) 99L/44U

#### E-250

##### Engines

4.2L EFI V-6 (Standard)  
4.6L EFI V-8  
5.4L EFI V-8  
5.4L Natural Gas Electronic

##### Transmissions

4-Spd. Auto. O/D (4R70W) 992/44U  
4-Spd. Auto. O/D (4R70W) 99W/44U  
4-Spd. Auto. O/D (4R70W) 99L/44U  
4-Spd. Auto. O/D (4R100) 99M/44E

#### E-350

##### Engines

5.4L EFI V-8 (Standard)  
5.4L Natural Gas  
6.8L EFI V-10  
Power Stroke® 7.3L V-8 Turbo Diesel

##### Transmissions

4-Spd. Auto. O/D (4R100) 99L/44E  
4-Spd. Auto. O/D (4R100) 99M/44E  
4-Spd. Auto. O/D (4R100) 99S/44E  
4-Spd. Auto. O/D (4R100) 99F/449

## FORD E-SERIES CARGO VAN VALUE GROWS WITH FORD TRUCK COMMERCIAL CONNECTION INCENTIVES

Eligible commercial customers\* may select one of the following incentives with each purchase or lease of a new 2002 or 2003 MY Ford E-Series Cargo Van:

Ford E-Series Cargo Van Incentive Offers

**\$300 Cash**

OR

**\$1,200**  
Upfit Assistance

For upfits costing \$1,200 or more, excluding available factory installed options.

OR

**\$1,900**  
Retail Value

No Charge Masterack® Work Bin Rack System. (Option Code 31G), see page 6 for details.

OR

**\$1,900**  
Retail Value

No Charge EconoCargo® Interior System (Option Code 31B), see page 7 for details.

New Vocational Options are available for \$480 to enhance the interior packages.

Cargo Vans equipped with a No Charge Masterack® Work Bin Rack System or a No Charge EconoCargo® Interior System are not eligible for any other Ford Truck Commercial Connection incentives.

\*Ford Truck Commercial Connection incentives are available for businesses with, or eligible for, a Ford Fleet Identification Number (FIN). Program elements vary, so visit a Ford dealer for complete program details.

**Ford E-Series Performance — When You Need It And Value — When You Want It.**





# QUALITY, NO CHARGE INTERIOR SYSTEMS AND UPGRADES ENHANCE THE UTILITY OF FORD E-SERIES VANS

Ford E-Series interior systems can be seen virtually everywhere, helping to transport everything from grand pianos and refrigerators to delicate floral arrangements. More often than not, you'll also find these interior systems used as "mobile shops" by contractors and craftsmen, applying their expertise at job sites.

Ford E-Series interior systems are quality-installed by Ford Modified Vehicle Engineering (MVE) Certified companies, each carefully screened and evaluated by Ford Motor Company engineers — your assurance that all E-Series interior systems meet the high standards of quality you've come to expect in every Ford product. Best of all, the Masterack® Work Bin Rack System or the EconoCargo® System can be included in your Ford E-Series Cargo Van at no charge! With a retail value of \$1,900, that's real value!

## MASTERACK® WORK BIN RACK SYSTEM

### Ford E-Series Work Bin Rack System Can Lead The Way To Lower Cost And Increased Productivity!



Superb quality, design excellence and consistent workmanship, plus America's favorite full-size cargo van! Year after year, this is the combination that makes E-Series Masterack® Work Bin Rack System an obvious choice for American businesses.

**Plenty of Space** – E-Series Masterack® Work Bin Rack System provides a full 39 square feet of shelf space and more than 47 cubic feet of storage volume, yet it still retains 38.5" of clear aisle space for easy access on the job.

**Shelves and Cabinets** – are unobstructed by spare tire mountings. Lockable storage cabinets keep valuables out of sight and help secure them from theft on the job.

**Strength and Durability** – fabricated using strong 14-gauge steel, 10-gauge steel stiffeners and a "hard-as-nails" finish.

**Full-Width Safety Partition** – provides complete work area visibility from the passenger compartment and helps protect driver and passengers from injury from shifting cargo loads.



**Ford E-Series  
Interior System:**

**\$1,900** Retail Value

**No Charge!**

**Masterack® Work Bin Rack System**  
(Option Code 31G)

## ECONOCARGO® INTERIOR SYSTEM

### A 2003 Ford E-Series EconoCargo® System Makes Big & Bulky Business Better!

Don't take a chance with the delivery of home appliances, pianos and other large or bulky items. Equip your E-Series Cargo Van with an EconoCargo® Interior System. It helps protect your cargo and your vehicle with durable panels of **High Density Polyethylene (HDPE)**, molded to perfectly fit the interior contours of Ford E-Series Cargo Vans\*.

- **HDPE panels** cover the interior side walls from floor to ceiling, internal wheel well and fuel-filler housings and all door panels in the cargo area.
- **Molded-in ribbing** provides rigidity and the convenience of a raised rub rail, while an "E-Track" on each side panel provides a quick and secure way to tie down large items. Each EconoCargo® Interior System comes with one cargo strap for each side (2 provided).
- **Incredible Astro-White 1**, a new aluminum and polyethylene film composite insulating material, helps EconoCargo-equipped E-Series Cargo Vans warm up faster in winter and cool off more quickly in summer. Your E-Series EconoCargo-equipped van always feels better with *Astro-White 1*!
- EconoCargo® interior **Roofing Material** is made of water-resistant laminated fiberboard with two plies of polyethylene, for enhanced water resistance, and an aluminum foil facer for increased reflective R-Value. The floor lining features an exclusive "cargo gripping" surface to help prevent cargo shifting.
- EconoCargo® Interior System includes a full-width **Safety Partition** for a confident margin of safety against shifting cargo.

\*Cargo Vans equipped with a No Charge Masterack® Work Bin Rack System or a No Charge EconoCargo® Interior System are not eligible for any other Ford Truck Commercial Connection incentive. The vocational upgrades shown on pages 8 and 9 are available as an additional incentive for only \$480.

**Ford E-Series  
Interior System:**

**\$1,900** Retail Value

**No Charge!**

**EconoCargo® Interior System**  
(Option Code 31B)



**ECONOCARGO® INTERIOR SYSTEM HELPS  
DELIVER YOUR CARGO AND REPUTATION  
WITHOUT DAMAGE!**





## JUST \$480\* ADDS A VOCATIONAL UPGRADE OPTION TO YOUR **NO CHARGE** MASTERACK® WORK BIN RACK SYSTEM



### CONTRACTOR'S UPGRADES

- Crossbow and Ladder Rack



\*MSRP does not include sales tax.



### PLUMBING, HEATING & AIR-CONDITIONING SERVICE UPGRADE

- 12 Drawer Cabinet
- Refrigerant Tank Rack (3 tanks)
- Tilt Shelf



### ELECTRICAL CONTRACTOR/APPLIANCE REPAIR UPGRADE

- 12 Drawer Cabinet
- Wire Spool Rack
- Tilt Shelf
- Additional Triple Hook
- Additional Tool Box Door
- Additional Shelf Divider Set

## ADD AN ECONOCARGO® INTERIOR SYSTEM UPGRADE OPTION FOR JUST \$480\*

### GENERAL PACKAGE DELIVERY SHELF

- The shelf is 48" high by 49" wide and 16" deep. Designed for a perfect EconoCargo® System fit.
- This shelving adds even more hard working value to your E-Series Cargo Van.



\*MSRP does not include sales tax.



# CUSTOM APPLICATION CONFIDENCE BEGINS WITH FORD E-SERIES SUPER DUTY CUTAWAYS, CHASSIS CABS & STRIPPED CHASSIS

Ford E-Series Super Duty Cutaways and Stripped Chassis are ideal platforms for people movers, medical transport, parcel delivery vans and many more hard working applications. Upfitting with confidence begins with E-Series and an upfitter that's a Ford Modified Vehicle Engineering (MVE) certified company. Each is carefully screened and evaluated by Ford Motor Company engineers, helping assure upfit quality and performance.

**E-Series Super Duty Cutaways** are available in E-350 and E-450 models with wheelbase lengths ranging from 138 to 176 inches.

**E-Series Super Duty Stripped Chassis** are available in E-250, E-350 and E-450 models, with wheelbases ranging from 124 to 176 inches.

**\$1,000 FORD TRUCK COMMERCIAL CONNECTION ASSISTANCE  
AVAILABLE FOR FORD E-SERIES SUPER DUTY CUTAWAYS,  
CHASSIS CABS & STRIPPED CHASSIS UPFITS**



Ford E-Series Super Duty Cutaways, Chassis Cabs &  
Stripped Chassis Incentive Offer

**\$1,000**  
Upfit Assistance

For upfits costing \$1,200 or more. **Eligible vehicles** include 2002 and 2003 Model Year E-Series Super Duty Cutaways, Chassis Cabs and Stripped Chassis. **Motorhomes** F53 and E35/E45 w/Option 47M are excluded from this incentive.

## E-Series Super Duty Cutaways, Chassis Cabs & Stripped Chassis Engine Availability

### E-350 Super Duty Cutaway Single Rear Wheel (SRW)

Engines	Transmissions
5.4L EFI V-8 (Standard)	Electronic 4-Spd. Auto. O/D (4R100) 99L/44E
6.8L EFI V-10	Electronic 4-Spd. Auto. O/D (4R100) 99S/44E
Power Stroke® 7.3L V-8 Turbo Diesel	Electronic 4-Spd. Auto. O/D (4R100) 99F/449

### E-350 Super Duty Cutaway and Chassis Cab Dual Rear Wheel (DRW)

Engines	Transmissions
5.4L EFI V-8 (Standard)	Electronic 4-Spd. Auto. O/D (4R100) 99L/44E
6.8L EFI V-10	Electronic 4-Spd. Auto. O/D (4R100) 99S/44E
Power Stroke® 7.3L V-8 Turbo Diesel	Electronic 4-Spd. Auto. O/D (4R100) 99F/449

### E-450 Super Duty Cutaway and Chassis Cab (DRW)

Engines	Transmissions
5.4L Natural Gas	Electronic 4-Spd. Auto. O/D (4R100) 99M/44E
6.8L EFI V-10 (Standard)	Electronic 4-Spd. Auto. O/D (4R100) 99S/44E
Power Stroke® 7.3L V-8 Turbo Diesel	Electronic 4-Spd. Auto. O/D (4R100) 99F/449

### E-250 Super Duty Stripped Chassis (SRW)

Engines	Transmissions
4.2L EFI V-6	Electronic 4-Spd. Auto. O/D (4R70W) 99Z/44U

### E-350 Super Duty Stripped Chassis (SRW)

Engines	Transmissions
5.4L EFI V-8	Electronic 4-Spd. Auto. O/D (4R100) 99L/44E

### E-350 Super Duty Stripped Chassis (DRW)

Engines	Transmissions
5.4L EFI V-8 (Standard)	Electronic 4-Spd. Auto. O/D (4R100) 99L/44E
6.8L EFI V-10	Electronic 4-Spd. Auto. O/D (4R100) 99S/44E

### E-450 Super Duty Stripped Chassis (DRW)

Engines	Transmissions
5.4L EFI V-8 (Standard)	Electronic 4-Spd. Auto. O/D (4R100) 99L/44E
6.8L EFI V-10	Electronic 4-Spd. Auto. O/D (4R100) 99S/44E





## 2003 FORD E-SERIES WAGONS PROVIDE RELIABLE PEOPLE-MOVING SOLUTIONS



Ford E-Series Wagon interior and functional enhancement options include interior and exterior upgrade packages, a dedicated natural gas vehicle configuration, extended range fuel tanks, an available Class II/III/IV trailer towing package (Class I towing package is standard equipment) plus a number of available powertrains.

E-Series Wagons are ideal for businesses that need to transport people but don't want to face major upfitting issues. Seating for up to 15, comfortable interiors and passenger protection features make these wagons a practical choice for business shuttles and commercial transportation needs. Four wheel ABS, 3-point safety belts, driver- and front passenger airbags\*, and side door intrusion beams help protect everyone on board. (See Owner's Guide for driving and handling guidelines.)

\*Always wear your safety belt and secure children in the rear seat.

### THE FORD TRUCK COMMERCIAL CONNECTION... YOUR ROAD TO EXCEPTIONAL UPFIT INCENTIVE OPTIONS



#### Ford E-Series Wagon Engine Availability

##### E-150 Wagon

###### Engines

4.2L EFI V6 (Standard)  
4.6L EFI V8  
5.4L EFI V8

###### Transmissions

4-Spd. Auto. O/D (4R70W) 992/44U  
4-Spd. Auto. O/D (4R70W) 99W/44U  
4-Spd. Auto. O/D (4R70W) 99L/44U

##### E-350 Super Duty Wagon

###### Engines

5.4L EFI V-8 (Standard)  
5.4L Natural Gas  
6.8L EFI V-10  
Power Stroke® 7.3L V-8  
Turbo Diesel

###### Transmissions

4-Spd. Auto. O/D (4R100) 99L/44E  
4-Spd. Auto. O/D (4R100) 99M/44E  
4-Spd. Auto. O/D (4R100) 99S/44E  
4-Spd. Auto. O/D (4R100) 99F/44F

Ford E-Series Wagon Incentive Offers

**\$300 Cash**  
OR  
**\$1,000** Available on upfits costing \$1,200 or more. Excluding factory installed options.  
**Upfit Reimbursement**

## 2003 FORD WINDSTAR PUTS *BUILT FORD TOUGH* IN A HARD WORKING SMALLER SIZE VAN!

Smaller jobs can still be tough. That's why there's Ford Windstar, a Cargo Van combination of safety leadership the only vehicle to earn a Quadruple 5-Star Rating four years in a row<sup>1</sup>. Rugged cargo-carrying capabilities and ample towing capacity, plus the styling and amenities, make the day's work more enjoyable. The major standard features of a Windstar Cargo Van include:

- Impact protection bumpers
- Power exterior mirrors
- Manual air conditioning
- Rear window defroster
- Bodyside moldings
- Securilock™ passive anti-theft system
- Driver and front passenger airbags\*
- AM/FM stereo radio
- Two 12-volt power points
- 3,500-lb. towing capacity (when properly equipped)

<sup>1</sup>Front and side government crash tests. 4-door model equipped with optional side airbags.

\*Always wear your safety belt and secure children in the rear seat.

In addition to these and many other standard features, Windstar Vans have optional interior packages, designed especially for hardworking cargo applications. These interiors include wall and head liners, floor coverings and a passenger area safety partition.

Windstar Vans feature a hefty 3.8L SPI V-6 engine that delivers 200 horsepower and 240 lbs.-ft. of torque, with an automatic overdrive transmission that's more precise than manual shifting and a lot more convenient for stop and go deliveries and fighting in-town traffic.

Ford Truck Commercial Connection incentives extend to customers who need **Built Ford Tough** trucks on a slightly smaller scale. Rugged and versatile, 2002 and 2003 Windstar Vans also come with attractive incentive choices. Windstar Ford Truck Commercial Connection customers can choose from the incentive below:

Ford Windstar Van Incentive Offers

**\$300 Cash**  
OR  
**\$1,000** Available on upfits costing \$1,200 or more.  
**Upfit Reimbursement**



This program is available through July 31, 2003.

**Your Business Bottom Line  
Can Benefit from Windstar  
and Ford Truck Commercial  
Connection Incentives**



# BUSINESSES KNOW THAT TOUGH JOBS CALL FOR *BUILT FORD TOUGH* F-SERIES TRUCKS

Fortunately, there are almost as many Ford F-150 and F-250/350 Super Duty pickup models as there are jobs to be done. Available in Regular Cab, SuperCab, SuperCrew, F-150 and Crew Cab configurations, these pickups mean business, especially with the Ford Truck Commercial Connection incentives available to qualified commercial customers.

## FORD F-150 PICKUP LEADERSHIP IS READY TO WORK FOR YOU

For 25 years, Ford F-150 has led the F-Series line to sales leadership as the best-selling truck for 25 years in a row and the best-selling vehicle for 20 years in a row!

That leadership seems destined to continue with these new 2003 F-150 features:

- An all new F-150 Heritage Edition builds on the SuperCab XLT, commemorating 100 years of truck excellence at Ford Motor Company. With appearance in mind, this package incorporates a unique look for 2003.

### F-Series Pickup Availability

Versatile 2003 F-Series Pickups are available in a variety of configurations for specific business needs.

- F-150 Pickup
- F-150 SuperCab Pickup
- F-150 SuperCrew Pickup
- F-250 Super Duty Pickup
- F-350 Super Duty Pickup



- The F-150 STX introduces unique interior and exterior features that are sure to appeal to the young at heart without compromising its tough truck F-Series persona.
- The 2003 F-150 King Ranch now features simulated wood grain accents, chrome tubular lighted step bars, a 6-disc, in-dash CD changer and clear lens headlamps.
- Equipped with the 7,700 lb. payload group, the 139" wheelbase F-150 Regular and SuperCab have the highest available payload rating in their class.

## FORD F-150 WORK TRUCK IS AS TOUGH AS IT LOOKS!



The 2003 F-150 Work Truck Group (Option Code 772) provides extra value in a Ford Tough Truck.

Right at home with the really tough jobs, the F-150 does without exterior chrome frills, is available with air conditioning only if it's wanted, and replaces the cloth bench seat with a tough and easy-to-clean vinyl bench seat. There's no question about who's the boss in this extra value F-150.

## HARD WORKING ENGINES PERFORM ON THE JOB

Four engines, carefully matched to manual or automatic transmissions and axle ratios, provide Ford F-150 power and performance. Your Ford dealer can help you select the powertrain that's exactly right for the jobs you have to do.

## HEAVY HAULING AND HARD WORK MEET THEIR MATCH WITH SUPER DUTY PICKUPS OVER 8,500 POUNDS

Working hard and standing tough, F-250 and F-350 Super Duty Pickup Trucks are available in a variety of wheelbase lengths, Regular, SuperCabs and Crew Cabs in XL, XLT and Lariat trim levels. The 2003 model year includes the many new features and amenities for 2003.

- A King Ranch package with unique interior and exterior features on Crew Cab Lariat.
- The powerful new optional Power Stroke® 6.0L V-8 Turbo Diesel engine with TorqShift™ 5-speed automatic transmission.
- Segment exclusive available power sliding moonroof on Crew Cab XLT and Lariat trim.
- Available power trailer tow mirrors now include heated glass with integrated clearance lights and turn signals on XLT and Lariat trim.
- A driver side grab handle is now standard across all trims.
- Driven by customer demand, an inboard armrest has been added to all bucket seats available at the XL trim level.
- Skid Plate Package (transfer case and fuel tanks) is now available on all 4x4s.
- A 40/20/40 vinyl split bench seat is available with XL trim.
- The all new FX4 Off-Road Package (skid plates, branded Rancho shocks, steering damper and FX4 decals) is available on all trim levels.
- The XLT Sport Package (formerly BFT Sport) is now available on Crew Cabs as well as SuperCabs.



The F-350 Super Duty, with GVW ratings from 9,900 to 12,500 lbs., offers 24 total configurations. F-250 and F-350 Super Duty gas engine pickups are available with six-speed manual overdrive, electronic four-speed automatic overdrive transmissions (gas engines) or TorqShift™ 5-speed automatic overdrive transmission (6.0L diesel engine). The all new 6.0L Power Stroke® is available with either the six-speed manual transmission or the all new five-speed TorqShift™ automatic transmission. The three engines are:

- 5.4L EFI V-8
- 6.8L EFI V-10
- Power Stroke® 6.0L V-8 Turbo Diesel engine
  - Best-in-Class Diesel Horsepower (325 hp @ 3,300 rpm)
  - Best-in-Class Torque (560 lbs.-ft. @ 2,000 rpm)

## ADD TO F-SERIES PICKUP'S VALUE WITH FORD TRUCK COMMERCIAL CONNECTION UPFIT AND CASH INCENTIVES

Ford F-Series Pickup Incentive Offers

# \$300 Cash

OR

# \$1,000

Available on upfits costing \$1,200 or more. Excluding factory installed options.

Upfit Reimbursement

Eligible vehicles include 2002 and 2003 F-150, F-250 and F-350 Pickup Trucks.

These incentives are available through July 31, 2003.

**Rely On Powerful Ford F-Series Pickups  
Whenever Tough Jobs Beckon**

### 2003 FORD F-150 ENGINE AVAILABILITY

Engines	Regular Cab 120/139" WB		SuperCab 139/157" WB		SuperCrew	
	4x2	4x4	4x2	4x4	4x2	4x4
4.2L EFI V-6	X	X	X <sup>1</sup>			
4.6L EFI V-8	X	X	X	X	X	X
5.4L EFI V-8	X	X	X	X	X	X
5.4L Bi-Fuel <sup>2</sup>	X	X	X	X		
5.4L NGV	X					

<sup>1</sup>Not Available with 157" wheelbase.

<sup>2</sup>Available with 139" wheelbase only.



# FORD F-350 — F-550 SUPER DUTY CHASSIS CABS MEET THE CHALLENGE WITH GVW RATINGS OF UP TO 19,000 POUNDS!

The rugged F-550 Super Duty Chassis Cab has a standard GVWR of 17,500-lb. and a 19,000-lb. rating is available with a properly equipped F-550 Regular Cab 4x2.

Here are just a few of the many additional enhancements found on the 2003 F-450 and F-550 Super Duty Chassis Cabs:

- Six-speed Manual OD now available on F-550 with 6.8L EFI V-10 engine.
- New for 2003, an optional Power Stroke® 6.0L V-8 Turbo Diesel engine with six-speed manual OD or TorqShift™ five-speed automatic transmission.

- Available improved function PTO access on new TorqShift™ 5-speed automatic transmission.
- Transfer case skid plates are available on SuperCab and Crew Cab 4x4's.
- Improved stud trailer towing mirrors on XLT/LAR (heat, turn signals, etc.).
- Vinyl 40/20/40 front split bench is now available on XL models: features a forward-fold down armrest with two cupholders, storage compartment in midsection with a forward-fold and recline feature for outboard seating positions.
- Driver side grab handle is standard on all trim levels.



**\$1,000 CHASSIS CAB UPFIT ASSISTANCE — AVAILABLE FOR FORD TRUCK COMMERCIAL CONNECTION CUSTOMERS**

## TYPICAL F-450 & F-550 SUPER DUTY CHASSIS CAB DIMENSIONS

Wheelbase	Cab-to-Axle Distance		
	Regular Cab	SuperCab	Crew Cab
141"	60"	—	—
162"	—	60"	—
165"	84"	—	—
176"	—	—	60"
189"	108"	—	—
200"	—	—	84"
201"	120"	—	—

Ford F-Series Super Duty Chassis Cab Incentive Offer

**\$1,000**  
Upfit Assistance

For upfits costing \$1,200 or more. **Eligible vehicles** include 2002 and 2003 F-350, F-450 and F-550 Super Duty Chassis Cabs.

## F-450 & F-550 CHASSIS CAB ENGINE AND TRANSMISSION COMBINATIONS

Transmission	Engine	Engine	Engine
X-Available in F-450 & F-550	6.8L EFI V-10	Power Stroke® 7.3L V-8 Diesel**	Power Stroke® 6.0L V-8 Diesel
Electronic Four-Speed Automatic	X	X	
Six-Speed Manual OD-HD*	X	X	X
TorqShift™ Five-Speed Automatic*	X		

\*Late Availability.

\*\*Limited availability. Limited to vehicles produced before November 4, 2002.

**Note:** See your Ford Truck dealer for specific diesel engine (transmission availability) for your vehicle of choice.



## FORD RANGER PICKUP DOESN'T TIRE OF BIG TOUGH JOBS



Fifteen years as the best selling compact pickup, but Ford Ranger isn't resting there. The 2003 Ranger offers a new 2.3L I-4 engine, delivering increased horsepower at 143 and torque at 154 lbs.-ft. with improved fuel economy\*. There's also a 3.0L V-6 engine producing 154 horsepower at 5,200 rpm and 180 lbs.-ft. of torque at 3,900 rpm plus a 4.0L V-6 engine with 207 horsepower at 5,250 rpm and 238 lbs.-ft. of torque at 3,000 rpm.

Regular Cab and SuperCab - 4x2 and 4x4 configuration - standard features like four-wheel ABS, power rack and pinion steering, optional electronic shift-on-the-fly 4x4 system limited slip axle and an available Class III trailer hitch receiver, and a whole lot more, make Ranger a real working-class pickup. The 2003 Ranger Pickup may be smaller, but it's **Built Ford Tough!**

\*EPA Estimated 24 MPG City/29 MPG Highway 4x2 with five-speed manual OD transmission.

### FORD TRUCK COMMERCIAL CONNECTION INCENTIVES PUT FORD RANGER TO WORK FOR YOU!

Ford Ranger Pickup Incentive Offers

**\$300 Cash**

OR

**\$1,000** Available on upfits costing \$1,200 or more. Factory options are excluded.

**Uplift Reimbursement**

Eligible vehicles include 2002 and 2003 Model Year Ranger Pickup Trucks.

## FORD TRUCK COMMERCIAL CONNECTION INCENTIVES AT A GLANCE

2003 MODEL YEAR FORD TRUCK COMMERCIAL CONNECTION PROGRAM					
2002 & 2003 MY Vehicle Purchased or Leased	\$300 Cash Alternative OR	\$1,200 for Uplift Asst. <sup>1</sup>	\$1,000 for Uplift Asst. <sup>1</sup>	OR No Charge Interior System <sup>2</sup>	Plus \$480 Interior System Vocational Upgrade
E-Series Cargo Van	X	X		X	X
E-Series Outaways, Chassis Cabs & Stripped Chassis <sup>3</sup>			X		
E-Series Wagon	X		X		
Ranger	X		X		
Windstar Van	X		X		
F-150/250/350 Pickups	X		X		
F-350/450/550 S.D. Chassis Cab			X		

<sup>1</sup>Uplift assistance for upfits costing \$1,200 or more. Excludes factory options.

<sup>2</sup>Masterack® Work Bin Rack System or EconoCargo® Interior System.

<sup>3</sup>Excludes Motor Homes (F53) and E35/E45/E55 w/Option 47M.

**THE FORD TRUCK COMMERCIAL CONNECTION IS YOUR LINK TO BUILT FORD TOUGH TRUCKS**



## FORD TRUCK COMMERCIAL CONNECTION CUSTOMERS RECEIVE SOLID SUPPORT

The commercial programs shown in this brochure are just the beginning of services and support you'll receive as a commercial customer. This page contains more ways we support our business customers.

## FORD CREDIT COMMERCIAL LEASE™ PLUS CAN HELP SAVE DOLLARS AND SO MUCH MORE!

Saving time as well as money. That's the big idea behind CommercialLease™ Plus from Ford Credit Commercial Lending Services. Its added benefits - **the Plus** - come from precise levels of available service and maintenance plans, all starting with a suite of fleet management services:

- Advice and consulting on vehicle acquisitions.
- Preventive maintenance scheduling with reminders based on vehicle usage and mileage.
- Quarterly fleet evaluation reports.
- Access to 40,000 national account service outlets.
- Toll-free 24-hour emergency roadside assistance anywhere in the U.S.
- Replacement vehicle and warranty recovery assistance.

Ford Credit CommercialLease™ Plus is an exceptional full service lease plan for any business. Ask your Ford Credit Commercial Lending representative how it can help reduce costs and simplify the fleet management experience for you.

## BUSINESS PREFERRED NETWORK (BPN)

Business Preferred Network dealers are committed to providing commercial customers with the finest in customer-driven sales, service and financing. They recognize that business vehicles are often critical tools for assuring both individual livelihood and corporate success. Every BPN dealer member is committed to producing the best in customer satisfaction and owner loyalty.

- Priority service for BPN customers.
- Saturday hours and a minimum of 59 hours each week.
- Unique sales and service incentives for BPN customers.
- A Commercial Account Manager dedicated to BPN customers.
- Expert experience and product knowledge.
- A 24-hour Roadside Repair option for all business vehicles, including non-Ford Motor Company brands.
- Extended service plans, centralized billing systems, maintenance programs and vehicle life cycle management programs.

These and many other Business Preferred Network dealer commitments assure unparalleled attention and satisfaction for business transportation needs.

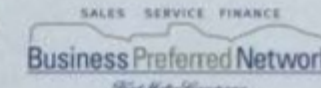
You can learn more about the Business Preferred Network by signing on to [www.bpn.ford.com](http://www.bpn.ford.com).

### NEED MORE INFORMATION?

Visit our commercial website at [www.comtruck.ford.com](http://www.comtruck.ford.com) for more information about Ford Commercial Trucks.

Your Ford dealer's commercial account consultant will also be pleased to demonstrate why we say,

**"What Business Are You In? So Are We!"**







*Ford Motor Company*  
100 YEARS