



Take this to your local Ford or Lincoln dealer or call G.E. Fleet Services at 1-855-341-9276

Date: October 28, 2019

To: Ford and Lincoln Dealers

From: Kate Hodges – CHS Inc.

Subject: Co-Op Program c/o CHS Inc. Ford Fleet Program for 2020 and select 2021 models

CHS Inc. has a national fleet agreement with Ford Motor Company which entitles direct, active CHS Members Owners significant fleet invoice discounts based on the consolidated volume across the United States. These fleet discounts apply to all direct, active CHS member owners.

It is imperative that qualifying CHS member owners and dealerships comply with the following program rules:

1. Active and direct CHS Ag Producer (transacted business directly with CHS within 5 years) CHS member owner must provide written documentation in the form of a CHS Statement of Equity or Patron Activity Summary. To obtain the required proof of CHS membership contact Kathryn.Hodges1@chsinc.com at CHS.
2. Vehicle to be titled as a *commercial/business* entity as -
 - a. Example: Farmers Elevator
 - b. Business Federal ID #
3. *Individual* CHS member owner to Provide a Schedule F/C and titled as -
 - a. Example: John Smith: dba John Smith Farms
 - b. Social Security #
4. Vehicles acquired through this program must be commercial use only and be titled as a commercial entity.
5. Vehicle(s) must be registered solely in the United States and must be operated in the United States. Exporting or attempting to export is prohibited.
6. Vehicle(s) must be licensed and titled in CHS Member Owner name for a minimum of 12 months or 20,000 miles (whichever comes first). The vehicle cannot be resold during this time period.

*** Vehicle incentive is not eligible to affiliate members or indirect members ***

Ford Motor Company and CHS reserve the right to terminate this program for any member entity or co-op that is found to be offering this program to ineligible members or entities as noted above.

IMPORTANT: Dealers who violate the program rules and requirements may be subject to fleet incentive chargeback(s)

Eligible Models:

Focus, Taurus, Fusion, Fusion Hybrid, Econoline (Cutaway/Stripped Chassis only), Escape, Expedition, Explorer, F-150 (not Raptor), F-Series Super Duty (F-250 through F-550), Navigator, Edge, MKX, MKZ (not hybrid), MKT, MKC, Transit Connect, Flex, Mustang (not Shelby or 50th), Transit, F650 and F750 (gas and diesel)

Ford dealers should use the following process to use this our fleet purchase program:

1. Qualify the customer. The groups which qualify for using our program are:
 - a. Direct members of CHS Inc.
 - b. Active members of CHS Inc.
 - c. Agriculture producers
 - d. Qualified members of CHS Inc. who use vehicles in their business.
2. Secure required documentation from customer proving eligibility
 - a. Qualified members need to provide a CHS Statement of Equity to the ordering dealer to prove eligibility.
 - b. The customer must title the unit in a business name, or an individual name with a Schedule F/C.
 - c. Titling vehicles must match the name on the CHS Statement of Equity (proof of membership)

If you have any questions regarding qualifying a customer, call Kate Hodges, Program Manager at 651-355-5469 or Kathryn.Hodges1@chsinc.com.

3. Secure application information and quote the vehicle.
 - a. Use the fleet order discounts and procedures outlined in this letter.
 - b. This is a 56A fleet program. *Do not mix / combine retail incentives or 56M incentives with incentives provided in this program.*
4. After confirming the deal with the customer, order the vehicle using the fleet codes and process information provided in this letter.
 - a. While the program is designed for order out, the discounts provided in the program may be applied to dealer stock units by following the instructions in this letter.
 - b. Financing options are up to the customer. Many have a preferred finance or lease source.

Use these codes when the vehicle is ordered:

- 1) Fleet Account Name: Co-Op Program c/o CHS Inc.
- 2) Fleet Account Number: AN427
- 3) Program ID #: 56A
- 4) Delivery type: 7 for sale to fleet customer
- 5) Delivery type: D for sale to lease company for subsequent lease to the fleet customer

Fleet discount on ordered units should be taken off invoice at time of delivery

Use these codes when the vehicle is out of stock:

- 1) Fleet Account Number: AN427
- 2) Delivery Type Code: 7 for sale to fleet customer
D for sale to lease company for subsequent lease to the fleet customer
- 3) Program ID #: Add option code 56A in CONCEPS (one day after vehicle is reported sold)

Fleet discount on out of stock units will be paid by Ford to the selling dealer. Therefore no rebates will be paid from NFPT to the customer. In addition, it is imperative that ordering dealers DO NOT USE national fleet incentives (56M), preferred equipment package discounts (PEP), or customer retail discounts. Use FIN & program numbers listed above.

Order Procedures: Regardless of whether ordering a vehicle from the manufacturing plant or off the dealer lot, it is essential that these codes appear on every order.

Program contact information is:

For incentive questions contact:

Rory Cashman
National Account Manager
Ford North American Fleet Division
rcashma2@ford.com
P: 201-575-0614 / F: 866-239-7661

For eligibility information contact:

Kate Hodges
Program Administrator
CHS Inc.
Kathryn.Hodges1@chsinc.com
P: 651-355-5469

SEE NEXT PAGE FOR SPECIFIC INCENTIVE AMOUNTS

Competitive Price Allowance (CPA) Values – 2020 and Select 2021 Models

Aviator	\$2,800	Corsair	\$2,800
Continental	\$2,800	EcoSport	\$1,300
Edge	\$3,300	Escape (Excl Hybrid/PHEV)	\$1,500
Escape Hybrid	\$1,300	Expedition	\$3,900
Explorer (Excl Pol Int)	\$1,300	Explorer Limited 4WD	\$2,300
Explorer Limited RWD	\$2,300	Explorer Platinum 4WD	\$2,300
Explorer ST 4WD	\$2,300	Explorer XLT 4WD	\$1,800
Explorer XLT RWD	\$1,800	Fusion (Excl Hybrid & Energi)	\$2,000
Fusion Hybrid	\$2,500	Nautilus	\$3,000
MKZ (Excl Hybrid)	\$4,000	MKZ Hybrid	\$4,000
Mustang (Excl. Shelby)	\$1,800	Navigator	\$4,500
Transit (Excl AWD)	\$4,200	Transit AWD	\$3,500
Transit Connect	\$2,200	F-150 (Excl Raptor)**	\$5,700
F-150 4x2 Reg Cab** (F1C Body)	\$4,500	F-150 Super Cab**	\$6,000
F-150 Super Crew**	\$6,200	F-Series Super Duty (F250-F550)**	\$6,100
Ranger 4x2 Super Cab	\$ 300	Ranger 4x2 Crew Cab	\$1,000
Ranger 4x4 Super Cab	\$1,200	Ranger 4x4 Crew Cab	\$1,700
2021 F-650 (Gas)	\$5,700	2021 F-650 (Diesel)	\$6,200
2021 F-750 (Gas)	\$6,500	2021 F-750 (Diesel)	\$7,000
2021 Econoline	\$4,800		

***All incentives apply to 2020 and select 2021 model year orders placed after July 1st, 2019 only**

****5 year / 100,000 mile powertrain warranty included on all 2020 F150 / F250-550 will be automatically applied once the vehicle is reported sold using the instructions above on page 3.**

Please verify the incentives:

Ford/Lincoln Dealers -- To verify out-of-stock incentives: (Keep a copy for your records)
 Go to: www.fleet.ford.com
 Click on: My Fleet Links
 Click on: Competitive Price Allowance (CPA) Look-up
 Enter FIN for Co-Op Program c/o CHS Inc. = AN427
 Enter VIN of in-stock vehicle
 Remember to check the approval box