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Sponsored Auctions
Bringing out the New in every Used!

For VIN Guide information and much more visit the Ford Remarketing website
www.remarketing.dealerconnection.com

The Ford Remarketing website is your one-stop shop for Ford Sponsored Auction information:

- Ford Sponsored Auction Sales Calendar
- Auction Run Lists
- Vehicle Condition Reports
- Window Labels
- Auction Prices
- VIN Guides
- Automotive Remarketing Services (ARS)
- Links to other key industry websites
 - Including Ford QUIC – www.fordquic.com
 - Vehicles offered for sale 24/7/365



North American Fleet, Lease & Remarketing Operations

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

2018 VIN GUIDE

Your Guide for 2018 Vehicle Identification

HOW TO USE:

Here is your 2018 guide to interpreting universal Vehicle Identification Numbers (VIN). This vehicle information applies to 2018 models only.

For previous model VIN information, check sources at your local dealerships or log on to

www.remarketing.dealerconnection.com

The VIN data provided is preliminary and prepared for the exclusive use of Ford and Lincoln 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	5	K	8	F	8	0	G	G	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
Positions	5-7	Make, Car Line, Series, Body Type
Position	8	Engine Type
Position	9	VIN Check Digit (0-9 or X)
Position	10	Vehicle, Model Year
Position	11	Plant or Manufacturer
Positions	12-17	Numerical Sequence Number Identifier



AUTOMOTIVE REMARKETING SERVICES (ARS)
Automotive Remarketing Services offers the opportunity to sell previously-owned vehicles – Ford, Lincoln or other brands – through the Ford Sponsored Auction Network.

ARS features:

- High Conversion Rate
- Hassle-free "Pick-up-to-Payment" to reduce the remarketing complexity
- Premium Placement to maximize resale value
- Access to Ford Internet Sales Channels thru fordquic.com
- Buyer Finance Flexibility thru the Ford Credit Signature Plan
- Dedicated Ford Area Manager works to get your best price
- Convenient Interactive Website
- Ability to list vehicles for sale on Ford's 24/7 website - fordquic.com with user-set Buy Now prices
- Professional Helpdesk Operations – ars@ford.com
- NO ENROLLMENT FEE!

Call 866-277-9142 toll-free for fast and hassle-free enrollment.



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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, vehicle images and purchase at www.fordquic.com

- Visit www.remarketing.dealerconnection.com for all your Ford Remarketing needs

Sponsored Auction Locations

ARIZONA

ADESA Phoenix
Chandler, Arizona
Phone: 480-961-1161
Fax: 480-961-0089

CALIFORNIA

ADESA Brasher's Sacramento Auto Auction
Rio Linda, California
Phone: 916-991-5555
Fax: 916-991-5905

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

COLORADO

Manheim Denver
Aurora, Colorado
Phone: 303-343-3443
Fax: 303-343-2318

FLORIDA

Manheim Ft. Lauderdale
Davie, Florida
Phone: 954-791-3520
Fax: 954-453-8435

Manheim Tampa
Tampa, Florida
Phone: 800-622-7292
Fax: 813-248-3442

GEORGIA

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

HAWAII

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

ILLINOIS

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

INDIANA

ADESA Indianapolis
Plainfield, Indiana
Phone: 317-838-8000
Fax: 317-838-8081

MARYLAND

Manheim Baltimore-Washington
Elkridge, Maryland
Phone: 410-796-8899
Fax: 410-796-7843

MASSACHUSETTS

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

MICHIGAN

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

MINNESOTA

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

MISSISSIPPI

Manheim Mississippi
Hattiesburg, Mississippi
Phone: 601-268-7550
Fax: 601-579-7224

MISSOURI

Manheim Kansas City
Kansas City, Missouri
Phone: 816-452-4084
Fax: 816-459-2612

NEW JERSEY

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

NEW YORK

ADESA Buffalo
Akron, New York
Phone: 716-542-3300
Fax: 716-542-3998

Manheim New York
Newburgh, New York
Phone: 845-567-8400
Fax: 845-567-8410

NORTH CAROLINA

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

OHIO

Manheim Ohio
Grove City, Ohio
Phone: 614-871-2771
Fax: 614-871-6845

PENNSYLVANIA

Manheim Auto Auction
Manheim, Pennsylvania
Phone: 717-665-3571
Fax: 717-665-6945

Manheim Pittsburgh

Cranberry Township, Pennsylvania
Phone: 724-452-5555
Fax: 724-452-5706

TENNESSEE

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

TEXAS

Manheim Dallas - Fort Worth
Fort Worth, Texas
Phone: 817-399-4000
Fax: 817-399-4251

Manheim San Antonio
San Antonio, Texas
Phone: 210-661-4200
Fax: 210-572-6495

Manheim Texas Hobby
Houston, Texas
Phone: 713-649-8233
Fax: 713-640-8395

UTAH

ADESA Brasher's Salt Lake Auto Auction
Salt Lake City, Utah
Phone: 801-322-1234
Fax: 801-322-1315

WASHINGTON

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

Manheim Seattle

Kent, Washington
Phone: 253-872-6800
Fax: 253-872-4124



2018 VIN GUIDE

Your Guide for Vehicle Identification

1 F M 5 K 8 F 8 0 G G A 6 9 1 0 1

www.remarketing.dealerconnection.com

2018 VIN GUIDE

VIN POSITIONS 1, 2, 3. Table with columns for VIN Code, Vehicle Manufacturer, Make, and Type. Includes Passenger Cars from Ford Motor Company, USA, Lincoln, Ford, Mexico, Germany.

GENERIC TRUCK, BUS, MPV FORMAT. Table with columns for VIN Code, Vehicle Manufacturer, Make, and Type. Includes Multipurpose Passenger Vehicle, Truck - Completed Vehicle, Multipurpose Passenger Vehicle, and Truck - Completed Vehicle.

INCOMPLETE VEHICLES. Table with columns for VIN Code, Vehicle Manufacturer, Make, and Type. Includes Basic (Stripped) Chassis, Incomplete Vehicle - Limousine, and Incomplete Vehicle.

VIN POSITION 4 RESTRAINT, BRAKE SYSTEM AND GVWR CLASS. Table with columns for Vehicle Type, Brake System, GVWR Class*, GVWR Range, and Restraint Category (1-16).

REINFORCEMENT CATEGORY. Table with columns for Code and Restraint Devices and Location. Lists items like Manual belts WITHOUT air bags, Manual belts with driver frontal air bag ONLY, etc.

RESTRAINT CATEGORY. Table with columns for Code and Restraint Devices and Location. Lists items like Manual belts WITHOUT air bags, Manual belts with driver frontal air bag ONLY, etc.

VIN POSITIONS 5, 6, 7 VIN CODE LINE, SERIES, BODY TYPE FOR PASSENGER CARS. Table with columns for VIN Code, Car Line, Series, and Body Type. Lists models like C-MAX, Expedition MAX, Fusion, etc.

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VIN POSITIONS 5, 6, 7 VIN CODE LINE, SERIES, BODY TYPE FOR GENERIC TRUCK, BUS, MPV FORMAT OR LESS:

VIN POSITIONS 5, 6, 7 VIN CODE LINE, SERIES, BODY TYPE FOR GENERIC TRUCK, BUS, MPV FORMAT OR LESS. Table with columns for VIN Code, Line, Series, Chassis Type, Cab/Body, and Vehicle Type. Lists various truck and bus models.

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VIN POSITIONS 5, 6, 7 LINE SERIES CHASSIS, CAB TYPE OR BODY TYPE FOR TRUCKS; MULTIPURPOSE PASSENGER VEHICLES (MPVS); BUSES; LIGHT, MEDIUM & HEAVY TRUCKS AND INCOMPLETE VEHICLES (IVS):

VIN POSITIONS 5, 6, 7 LINE SERIES CHASSIS, CAB TYPE OR BODY TYPE FOR TRUCKS; MULTIPURPOSE PASSENGER VEHICLES (MPVS); BUSES; LIGHT, MEDIUM & HEAVY TRUCKS AND INCOMPLETE VEHICLES (IVS):. Table with columns for VIN Code, Line, Series, Chassis Type, Cab/Body, and Vehicle Type. Lists various truck, bus, and passenger vehicle models.

VIN POSITIONS 5, 6, 7 LINE SERIES CHASSIS, CAB TYPE OR BODY TYPE FOR TRUCKS; MULTIPURPOSE PASSENGER VEHICLES (MPVS); BUSES; LIGHT, MEDIUM & HEAVY TRUCKS AND INCOMPLETE VEHICLES (IVS):

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VIN POSITIONS 5, 6, 7 VIN CODE LINE, SERIES, BODY TYPE FOR PASSENGER CARS, MULTIPURPOSE VEHICLES (MPVS), BUSES AND INCOMPLETE VEHICLES (IVS) WITH GVW RATINGS OF 11,000 LBS (4990 KG) OR LESS:

VIN POSITIONS 5, 6, 7 VIN CODE LINE, SERIES, BODY TYPE FOR PASSENGER CARS, MULTIPURPOSE VEHICLES (MPVS), BUSES AND INCOMPLETE VEHICLES (IVS) WITH GVW RATINGS OF 11,000 LBS (4990 KG) OR LESS:. Table with columns for VIN Code, Line, Series, Chassis Type, Cab/Body, GVWR, Roof, Door, and Wheel Base. Lists various passenger car and multipurpose vehicle models.

POSITIONS 5, 6, 7 2018 FORD ECOSPORT

POSITIONS 5, 6, 7 2018 FORD ECOSPORT. Table with columns for VIN Code, Line, Series, and Cab/Body. Lists EcoSport models.

VIN POSITION 8 ENGINE TYPE-DISPLACEMENT, CYLINDERS, FUEL TYPE, MANUFACTURER AND HORSEPOWER (H.P.) RATINGS

VIN POSITION 8 ENGINE TYPE-DISPLACEMENT, CYLINDERS, FUEL TYPE, MANUFACTURER AND HORSEPOWER (H.P.) RATINGS. Table with columns for VIN Code, Displacement/Litre, Cylinders, Fuel, Manufacturer, and Net Brake H.P.

VIN POSITION 8 ENGINE TYPE-DISPLACEMENT, CYLINDERS, FUEL TYPE, MANUFACTURER AND HORSEPOWER (H.P.) RATINGS

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*EPI = Electronic Fuel Injection, **DOHC = Double Overhead Camshaft, **GDI = Gasoline Direct Injection, etc.

VIN POSITION 8 ENGINE TYPE-DISPLACEMENT, CYLINDERS, FUEL TYPE, MANUFACTURER AND HORSEPOWER (H.P.) RATINGS

VIN POSITION 8 ENGINE TYPE-DISPLACEMENT, CYLINDERS, FUEL TYPE, MANUFACTURER AND HORSEPOWER (H.P.) RATINGS. Table with columns for VIN Code, Displacement/Litre, Cylinders, Fuel, Manufacturer, and Net HP / Torque.

VIN POSITION 9 CHECK DIGIT

VIN POSITION 9 CHECK DIGIT. Table with columns for VIN Code and Year. Notes that the check digit must have a value of 0, 1, 2, 3, 4, 5, 6, 7, 8, 9, or X.

VIN POSITION 10 VEHICLE MODEL YEAR

VIN POSITION 10 VEHICLE MODEL YEAR. Table with columns for VIN Code and Year. Lists model years from 2011 to 2019.

VIN POSITION 11 VEHICLE ASSEMBLY PLANT

VIN POSITION 11 VEHICLE ASSEMBLY PLANT. Table with columns for VIN Code and Vehicle Assembly Plant Name: Location. Lists plants like Oakville, Ontario; Chennai Assembly Plant, India, etc.

VIN POSITION 12-17 SEQUENTIAL VEHICLE IDENTIFIERS

VIN POSITION 12-17 SEQUENTIAL VEHICLE IDENTIFIERS. Table with columns for VIN Code and Vehicle Assembly Plant Name: Location. Lists plants like Detroit, Michigan; Flat Rock, Michigan, etc.

Passenger Cars: A unique six digit numeric sequence code is assigned to each passenger car by the vehicle assembly plant of manufacture. 100001 thru 599999 - Ford Division Vehicles, 600001 thru 999999 - Lincoln Division Vehicles, etc.

Trucks, MPVs, Buses and Incomplete Vehicles: A unique six digit alphanumeric sequence code is assigned to these trucks, MPVs, buses and related incomplete vehicles. A00001 thru F99999 - Ford Division Vehicles (except Transit Connect), etc.