



MERCURY

2004 Monterey



P R E S E N T A T I O N G U I D E

Mercury Monterey advances the notion of a traditional minivan as a modern activity vehicle with modern design, smartly done. Premium features, amenities and advanced interior solutions distinguish Monterey from the competition and from short wheelbase minivans, such as Villager. Be sure to present Monterey's key strengths in flexible seating solutions, interior comfort, convenience and luxury, and the latest safety innovations and technology. Use this guide to help you organize and present a meaningful walkaround of Mercury Monterey.

KEY FEATURES

Design/Styling

- Dual sliding doors (with available power feature)
- Power rear vent windows
- Unique finish to instrument cluster
- Interior is accented with chrome and Mink Zebrano woodgrain or fine satin grid finishes
- Satin aluminum accents on grille, fog-lamp bezels, door and liftgate handles, taillamps and roof rack
- Available driver's-side keyless entry keypad

Comfort/Convenience

- Standard Remote Keyless Entry System with illuminated entry
- Fold-into-the-floor 3rd-row seating
- Second-row Captain's Chairs
- Segment-exclusive available climate-controlled front seats, which provide both heating and cooling features for the driver and front passenger
- Available power adjustable accelerator and brake pedals with memory feature
- Available Tri-zone Electronic Automatic Temperature Control
- Available premium 140-watt AM/FM stereo with remote power amplifier and 6-disc in-dash CD changer
- Available Rear-seat DVD Entertainment System (late availability)

Safety/Security

- Standard Anti-lock Braking System (ABS) on all models
- Available AdvanceTrac® electronic stability enhancement system that includes All-Speed Traction Control, Electronic Brake Force Distribution (EBD) and Brake Assist
- Available Safety Canopy™ System, which protects outboard passengers in all 3 rows of seating. Includes driver and front passenger side airbags
- Segment-exclusive standard Forward and Reverse Sensing System
- Low Tire Pressure Warning System
- Personal Safety System™
- Available self-sealing tires

Performance/Handling

- 4.2L OHV V-6 engine with most available torque in the segment
- 4-speed automatic overdrive transaxle
- Power rack-and-pinion steering

Quality/Dependability

- Low noise, vibration and harshness (NVH)

This presentation guide will help you organize a multi-point vehicle walkaround, followed by an informative test-drive.

You can use this guide to sequence and tailor your presentation to your customers' specific needs.

EXTERIOR FEATURES

1-2 FRONT & REAR

Mercury signature waterfall grille

- Provides a distinctive look common with the overall Mercury design and styling

Fog lamps in satin aluminum-finish bezels

- Provide both a distinctive look and greater visibility in inclement weather. Standard on all models



Available keyless entry keypad

- Provides convenient access to the interior without a key. System can be reprogrammed to a code familiar to customers; standard on Luxury and Premier arrays
- Remote Keyless Entry System is standard on all models

Power rear vent windows

- Provide convenient rear-air ventilation at the touch of a button



Available dual power sliding doors

- Available power feature on standard sliding doors is activated through the Remote Keyless Entry System, interior push-button switches or by simply pulling the door handles (standard on Luxury and Premier arrays)

Unique 16-inch machined aluminum wheels

- Match the look of the satin aluminum accents

INTERIOR FEATURES

3-5 DRIVER SIDE, PASSENGER SIDE & REAR SEATING

Segment-exclusive available climate-controlled front seats

- Provide both heating and cooling features for driver and front passenger

Standard 2nd-row Captain's Chairs

- Fold flat and tumble forward for easy, one-hand access to 3rd-row seat and can be easily removed without tools
- Available with adjustable tracks for fore/aft movement and reclining feature for greater comfort



Standard fold-into-the-floor 3rd-row seating

- Can be easily folded and stored into the rear cargo area to create a flat loadfloor without having to remove the head restraints
- This innovation makes the interior more functional and adaptable



Standard 3rd-row tailgating feature

- Allows rearward-facing seating when vehicle is parked and liftgate is raised



Available Tri-zone Electronic Automatic Temperature Control

- Allows for separate temperature control and fan speed for driver, front passenger and rear-seat passengers for a 20-degree temperature variance

Interior storage areas

- Many convenient storage spaces, including top of instrument panel, center below climate control system, large glove box, large 2-tier compartments in each front door, 2nd-row storage behind front seats, 3rd-row storage compartments on both sides and 9 cup holders



Cargo-area storage

- With the 3rd-row seat up, Monterey offers increased storage and functionality with a cargo-area "well"
- This storage space is large enough for a golf bag or several large potted plants, or can be used to secure smaller items that otherwise may shift during transport
- Storage solutions such as shopping-bag hooks help keep plastic bags stable

Available power adjustable accelerator and brake pedals

- Allow drivers to adjust pedals about 3 inches to maximize seating comfort with a wide range of positions in relation to front seat



- Includes a memory feature with adjustments for pedals, driver's seat and exterior mirrors

■ Available AdvanceTrac® electronic stability enhancement system

- Enhances the traction and maneuverability of the vehicle by employing the following technologies:
 - Anti-lock Braking System (ABS)
 - All-Speed Traction Control
 - Yaw control stability system
- ▼ Helps improve vehicle stability in less-than-perfect driving situations
- Assists driver in critical situations when oversteer or understeer may send the vehicle out of control
- Helps change tractive force at the individual tires by applying brake(s) to appropriate wheel(s) to help control vehicle and/or reduce driveline torque

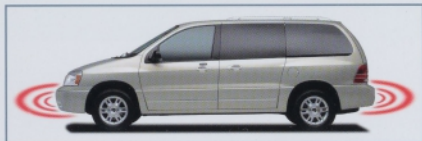


■ Low Tire Pressure Warning System

- Monitors wheel speed and uses components of the Anti-lock Braking System (ABS) to determine when a tire has lost pressure
- The system alerts the driver that a tire is low by illuminating a warning light in the vehicle's message center

■ Personal Safety System™

- Uses several components to determine how the dual-stage front airbags will deploy
- Includes front outboard safety belt pretensioners and energy management retractors



■ Standard Forward and Reverse Sensing System

- Object-sensing system for the front and rear of the vehicle
- Uses sensors in the front and rear bumpers to detect objects in front of or behind the vehicle to assist in negotiating distances while parking
- The system can be deactivated/activated with a button on the center console



■ Available Safety Canopy™ System

- Provides full-length, tethered, side curtain airbags, side-impact sensors and rollover sensors to help protect all 3 rows of outboard occupants during certain side impacts or rollover events
- Additional side airbags for driver and front-seat passenger are included when the Safety Canopy System is ordered
- This makes for a total of 6 airbags: 2 front, 2 side and 2 canopy (available on Convenience array; standard on Luxury and Premier arrays)

DURING THE TEST-DRIVE

4.2L OHV V-6 engine

- Delivers 201 horsepower at 4250 rpm and 263 lb.-ft. of torque at 3650 rpm. Most torque in the segment makes passing maneuvers, hill climbing and towing effortless

Low noise, vibration and harshness (NVH)

- Features that contribute to low NVH include: A free-flowing intake manifold, a new crankshaft damper, a new structural oil pan and a new powertrain mounting system, which includes hydraulic engine mounts and a powertrain roll restrictor

Power rack-and-pinion steering

- Provides excellent, on-center feel with gears engineered for low turning effort, good returnability and handling

4-speed automatic overdrive transaxle

- Includes a new technology for Mercury: "fast-acting" hydraulics
- Helps the transaxle shift more quickly and smoothly by simplifying and subtly refining the convoluted passages that execute gear changes

Front-wheel drive

- Provides enhanced traction in many driving conditions since the engine weight is over the drive wheels

Front independent MacPherson strut suspension with stabilizer bar

- Allows either wheel to track over road imperfections with minimal effect on the opposite road wheel for a smooth ride

Rear twist beam suspension with coil springs, shock absorbers and integrated torsion bar

- The horizontal beam, which connects the 2 rear wheels, can twist to reduce the effect of 1 wheel's motion on the other. This also contributes to a smooth ride

For more information, see the 2004 Monterey section of your 2004 Mercury Product Portfolio or visit the Product Portfolio Online at mercury.productportfolio.dealerconnection.com.*

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