

ANYTIME... ANYWHERE

Place your bid

Purchasing quality vehicles from Ford Sponsored Auctions has never been easier.

Buy Off-Lease Accelerate — 24/7/365 purchase off-lease vehicles at market price online through Ford Credit **Accelerate**.
www.fcaccelerate.com, Help Desk 1-866-356-9578

Buy Live — at traditional Ford sponsored auctions. Come on down. Kick the tires!
www.remarketing.dealerconnection.com

Buy QUIC — 24/7/365 All vehicles listed with **no reserve price!**
www.fordquic.com, Help Desk 1-866-626-4346

Buy Broadcast — from live auctions using your desktop with Simulcast, Online Ringman, Live Global Bid and LiveBlock. Never miss a sale again.
www.remarketing.dealerconnection.com

Live or Online.
When you're ready to buy, we're ready to sell.
www.remarketing.dealerconnection.com



North American Fleet, Lease & Remarketing Operations
Marketing, Sales and Service, Regent Court Building
16800 Executive Plaza Drive, Dearborn, Michigan 48126

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.



FORD SPONSORED AUCTIONS

Anytime, Anywhere:

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				
VIN CODE	Vehicle Manufacturer	Make	Type	
PASSENGER CARS				
1FA	Ford Motor Company, USA	Ford	Passenger Car	
1LN	Ford Motor Company, USA	Lincoln	Passenger Car	
2FA	Ford Motor Company, Canada	Ford	Passenger Car	
3FA	Ford Motor Company, Mexico	Ford	Passenger Car	
3LN	Ford Motor Company, USA	Lincoln	Passenger Car	
WFO	Ford Motor Company, Germany	Ford	Passenger Car	
GENERIC TRUCK, BUS, MPV FORMAT				
1FB	Ford Motor Company, USA	Ford	Bus	
1FM	Ford Motor Company, USA	Ford	Multipurpose Passenger Vehicle	
1FT	Ford Motor Company, USA	Ford	Truck - Completed Vehicle	
2FM	Ford Motor Company of Canada, Ltd.	Ford	Multipurpose Passenger Vehicle	
2LM	Ford Motor Company of Canada, Ltd.	Lincoln	Multipurpose Passenger Vehicle	
5LM	Ford Motor Company, USA	Ford	Multipurpose Passenger Vehicle	
MAJ	Ford Motor Company, India	Ford	Multipurpose Passenger Vehicle	
NMO	Ford Motor Company, Europe	Ford	Truck - Completed Vehicle	
INCOMPLETE VEHICLES				
1FC	Ford Motor Company, USA	Ford	Basic (Stripped) Chassis	
1F6	Detroit Chassis LLC, USA*	Ford	Basic (Stripped) Chassis	
2L1	Ford Motor Company of Canada, Ltd.	Lincoln	Incomplete Vehicle - Limousine	
2LJ	Ford Motor Company of Canada, Ltd.	Lincoln	Incomplete Vehicle - Hearse	
1FD	Ford Motor Company, USA	Ford	Incomplete Vehicle	
5LD	Ford Motor Company, USA	Lincoln	Incomplete Vehicle - Limousine	

VIN POSITION 4		RESTRAINT, BRAKE SYSTEM AND GVWR CLASS		Restraint Category															
Vehicle Type	Brake System	GVWR Class*	GVWR Range	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16
Passenger Car	-	-	-	K	F	B	H		6	D	U	5	T	G					
MPV, Truck	Hyd.	Class A:	Less than 3,000 lbs.							3									
MPV, Truck	Hyd.	Class B:	3,001-4,000 lbs.																
MPV, Truck	Hyd.	Class C:	4,001-5,000 lbs.	Y	K	A													
MPV, Truck	Hyd.	Class D:	5,001-6,000 lbs.	J	D	S	B	7	A										
MPV, Truck	Hyd.	Class E:	6,001-7,000 lbs.	R	Z	L	D	G	P	T	U								
MPV, Truck	Hyd.	Class F:	7,001-8,000 lbs.	B	V	R	N	F	H										W
MPV, Truck	Hyd.	Class G:	8,001-9,000 lbs.	P	V														

VIN POSITION 4		RESTRAINT, BRAKE SYSTEM AND GVWR CLASS		Restraint Category															
Vehicle Type	Brake System	GVWR Class*	GVWR Range	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16
Truck, Bus	Hyd.	Class G:	8,501-9,000 lbs.	H	C	N	Y	Z										K	1
Truck, Bus	Hyd.	Class H:	9,001-10,000 lbs.	J	D	S	B	7	A									L	2
Truck, Bus	Hyd.	Class I:	10,001-14,000 lbs.	K	E	W	R	8	V									M	3
Truck, Bus	Hyd.	Class J:	14,001-16,000 lbs.	L	F	X	T	9											4
Truck, Bus	Hyd.	Class K:	16,001-19,500 lbs.	M	G	A	U	0											5
Truck, Bus	Hyd.	Class L:	19,501-26,000 lbs.	N															6
Truck, Bus	Hyd.	Class M:	26,001-33,000 lbs.	P															
Truck, Bus	Air	Class 7:	19,501-26,000 lbs.	W															
Truck, Bus	Air	Class 7:	26,001-33,000 lbs.	X															
Truck, Bus	Air	Class 8:	33,001-55,000 lbs.	Y															

RESTRAINT CATEGORY		Restraint Devices and Location	
Code			
1	Manual belts WITHOUT air bags		
2	Manual belts with driver frontal air bag ONLY		
3	Manual belts with driver and passenger frontal air bags		
4	Manual belts with driver and passenger frontal air bags and side inflatable restraint (1st row)		
5	Manual belts with driver and passenger frontal air bags and side inflatable restraint (1st & 2nd row)		
6	Manual belts with driver and passenger frontal air bags and side inflatable restraint (1st, 2nd, 3rd rows & add'l rows)		
7	Manual belts with driver and passenger frontal air bags and side inflatable restraint (1st & 2nd row) and driver/passenger knee restraints		
8	Manual belts with driver and passenger frontal air bags and side inflatable restraint (1st & 2nd row) and driver knee restraints		
9	Manual belts with driver and passenger frontal air bags and side inflatable restraint (1st, 2nd, & 3rd row) and driver knee restraints		
10	Manual belts with driver and passenger frontal air bags and side inflatable restraint (1st, 2nd, & 3rd row) and passenger knee restraints		
11	Manual belts with driver only frontal air bags and side inflatable restraint (1st row)		
12	Manual belts with driver and passenger front air bags and side inflatable restraint (1st Row) and driver/passenger knee restraint		
13	Manual belts with driver only frontal air bags and driver/passenger side inflatable restraint (1st row)		
14	Manual belts with driver and passenger frontal air bags and side inflatable restraint (1st Row) and driver/passenger knee restraint		
15	Manual belts with driver and passenger front air bags and driver knee restraint		
16	No restraints		

VIN POSITIONS 5, 6, 7					VIN CODE LINE, SERIES, BODY TYPE FOR PASSENGER CARS		
VIN CODE	Car Line	Series	Body Type				
FORD							
P5A	C-MAX	SE FHEV	5-Dr. Hatch				
P5D	C-MAX	Titanium FHEV	5-Dr. Hatch				
P0G	Fusion	SE FWD	4-Dr. Sedan				
P0H	Fusion	SE FWD	4-Dr. Sedan				
P0K	Fusion	Titanium FWD/Platinum	4-Dr. Sedan				
P0D	Fusion	Titanium AWD/Platinum	4-Dr. Sedan				
P0U	Fusion	S Hybrid	4-Dr. Sedan				
P0L	Fusion	SE Hybrid	4-Dr. Sedan				
P0T	Fusion	SE AWD	4-Dr. Sedan				
P0P	Fusion	SE FHEV	4-Dr. Sedan				
P0R	Fusion	Titanium/Platinum HEV	4-Dr. Sedan				
P0S	Fusion	Titanium/Platinum FHEV	4-Dr. Sedan				
P0V	Fusion	Sport	4-Dr. Sedan				
P2D	Taurus	SE FWD	4-Dr. Sedan				
P2E	Taurus	SEL FWD	4-Dr. Sedan				
P2F	Taurus	Limited FWD	4-Dr. Sedan				
P2H	Taurus	SEL AWD	4-Dr. Sedan				
P2J	Taurus	Limited AWD	4-Dr. Sedan				
P2K	Taurus	SHO AWD	4-Dr. Sedan				
P2L	Taurus	Police FWD	4-Dr. Sedan				
P2M	Taurus	Police AWD	4-Dr. Sedan				
P4A	Fiesta	S	4-Dr. Sedan				
P4B	Fiesta	SE	4-Dr. Sedan				
P4E	Fiesta	SE	5-Dr. Hatch				
P4C	Fiesta	Titanium	4-Dr. Sedan				
P4F	Fiesta	Titanium	5-Dr. Hatch				
P4T	Fiesta	S	5-Dr. Hatch				
P4G	Fiesta	SE	5-Dr. Hatch				
P3E	Focus	S	4-Dr. Sedan				
P3F	Focus	SE	4-Dr. Sedan				
P3H	Focus	SEL	4-Dr. Sedan				
P3J	Focus	Titanium	4-Dr. Sedan				
P3K	Focus	SE	5-Dr. Hatch				
P3M	Focus	SEL	5-Dr. Hatch				
P3N	Focus	Titanium	5-Dr. Hatch				
P3L	Focus	ST	5-Dr. Hatch				
P3R	Focus	BEV	5-Dr. Hatch				
P3T	Focus RS	RS	5-Dr. Hatch				
P8C	Mustang	GT Coupe	2-Dr. Sedan				
P8F	Mustang	GT Convertible	2-Dr. Sedan				
P8T	Mustang	I4 Coupe	2-Dr. Sedan				
P8U	Mustang	I4 Convertible	2-Dr. Sedan				
P8J	Mustang	Shelby Coupe	2-Dr. Sedan				
P9C	Mustang	FWD	2-Dr. Sedan				
LINCOLN							
L5A	MKZ	FWD Premier	4-Dr. Sedan				
L5B	MKZ	AWD Premier	4-Dr. Sedan				
L5C	MKZ	FWD Select	4-Dr. Sedan				
L5D	MKZ	AWD Select	4-Dr. Sedan				
L5E	MKZ	FWD Reserve	4-Dr. Sedan				
L5F	MKZ	AWD Reserve	4-Dr. Sedan				
L5G	MKZ	FWD Black Label	4-Dr. Sedan				
L5H	MKZ	AWD Black Label	4-Dr. Sedan				
L5K	MKX	Premier HEV	4-Dr. Sedan				
L5L	MKZ	Select HEV	4-Dr. Sedan				
L5M	MKZ	Reserve HEV	4-Dr. Sedan				
L5N	MKZ	Black Label HEV	4-Dr. Sedan				
L5R	MKZ	China Gas Preferred	4-Dr. Sedan				
L5S	MKZ	China HEV	4-Dr. Sedan				
L9P	Continental	Premier FWD	4-Dr. Sedan				
L9V	Continental	Premier AWD	4-Dr. Sedan				
L9S	Continental	Select FWD	4-Dr. Sedan				
L9T	Continental	Select AWD	4-Dr. Sedan				
L9R	Continental	Reserve FWD	4-Dr. Sedan				
L9N	Continental	Reserve AWD	4-Dr. Sedan				
L9A	Continental	Black Label FWD	4-Dr. Sedan				
L9B	Continental	Black Label AWD	4-Dr. Sedan				
L9U	Continental	Livery FWD	4-Dr. Sedan				
L9H	Continental	Livery AWD	4-Dr. Sedan				

*FWD = Front Wheel Drive *AWD = All Wheel Drive *BEV = Electric *HEV = Plug-in Hybrid Electric Vehicle *FHEV = Full Hybrid Electric Vehicle *HYD = Hydraulic

VIN POSITIONS 5, 6, 7					VIN CODE LINE, SERIES, BODY TYPE FOR GENERIC TRUCK, BUS, MPV FORMAT OR LESS:		
VIN CODE	Line	Series	Chassis Type	Cab/Body	Vehicle Type		
FORD							
U1F	Expedition	XL	4X2	4-Door	MPV		
U1G	Expedition	XL	4X4	4-Door	MPV		
U1H	Expedition	XLT	4X2	4-Door	MPV		
U1J	Expedition	XLT	4X4	4-Door	MPV		
U1K	Expedition	Limited	4X2	4-Door	MPV		
U2A	Expedition	Limited	4X4	4-Door	MPV		
U1L	Expedition	Platinum	4X2	4-Door	MPV		
U1M	Expedition	Platinum	4X4	4-Door	MPV		
K1F	Expedition MAX	XL	4X2	4-Door	MPV		
K1G	Expedition MAX	XL	4X4	4-Door	MPV		
K1H	Expedition MAX	XLT	4X2	4-Door	MPV		
K1J	Expedition MAX	XLT	4X4	4-Door	MPV		

VIN POSITIONS 5, 6, 7						VIN CODE LINE, SERIES, BODY TYPE FOR GENERIC TRUCK, BUS, MPV FORMAT OR LESS:		
VIN CODE	Line	Series	Chassis Type	Cab/Body	Vehicle Type			
K1K	Expedition MAX	Limited	4X2	4-Door	MPV			
K2A	Expedition MAX	Limited	4X4	4-Door	MPV			
K1L	Expedition MAX	Platinum	4X2	4-Door	MPV			
F3D	F-Series	F-350	4X4	Regular Cab - DRW	Truck / IV			
F3E	F-Series	F-350	4X4	Regular Cab - DRW	Truck / IV			
F3F	F-Series	F-350	4X2	Regular Cab - DRW	Truck / IV			
F3G	F-Series	F-350	4X4	Regular Cab - DRW	Truck / IV			
F3H	F-Series	F-350	4X4	Regular Cab - DRW	Truck / IV			
F4G	F-Series	F-450	4X2	Regular Cab - DRW	Truck / IV			
F4H	F-Series	F-450	4X2	Regular Cab - DRW	Truck / IV			
F5G	F-Series	F-550	4X2	Regular Cab - DRW	Truck / IV			
F5H	F-Series	F-550	4X4	Regular Cab - DRW	Truck / IV			
F6A	F-Super Duty® Gas	F-650	DRW 4X2	Regular Cab Straight Frame	Truck / IV			
F6B	F-Super Duty Gas	F-650	DRW 4X2	Regular Cab Kick-up Frame	Truck / IV			
F6C	F-Super Duty Gas	F-650	DRW 4X2	Regular Cab Straight Frame	Truck / IV			
F6D	F-Super Duty Diesel	F-650	DRW 4X2	Regular Cab Straight Frame	Truck / IV			
F6E	F-Super Duty Diesel	F-650	DRW 4X2	Regular Cab Kick-up Frame	Truck / IV			
F6F	F-Super Duty Diesel	F-650	DRW 4X2	Regular Cab Straight Frame	Truck / IV			
F6G	F-Super Duty Diesel	F-650	DRW 4X2	Regular Cab Straight Frame	Truck / IV			
F6H	F-Super Duty Diesel	F-750	DRW 4X2	Regular Cab Straight Frame	Truck / IV			
F6I	F-Super Duty Diesel	F-750	DRW 4X2	Regular Cab Straight Frame	Truck / IV			
F6J	F-Super Duty Diesel	F-750	DRW 4X2	Regular Cab Straight Frame	Truck / IV			
F6K	F-Super Duty Diesel	F-750	DRW 4X2	Regular Cab Straight Frame	Truck / IV			
F6L	F-Super Duty Diesel	F-750	DRW 4X2	Regular Cab Straight Frame	Truck / IV			
F6M	F-Super Duty Diesel	F-750	DRW 4X2	Regular Cab Straight Frame	Truck / IV			
F6N	F-Super Duty Diesel	F-750	DRW 4X2	Regular Cab Straight Frame	Truck / IV			
F6O	F-Super Duty Diesel	F-750	DRW 4X2	Regular Cab Straight Frame	Truck / IV			
F6P	F-Super Duty Diesel	F-750	DRW 4X2	Regular Cab Straight Frame	Truck / IV			
F6Q	F-Super Duty Diesel	F-750	DRW 4X2	Regular Cab Straight Frame	Truck / IV			
F6R	F-Super Duty Diesel	F-750	DRW 4X2	Regular Cab Straight Frame	Truck / IV			
F6S	F-Super Duty Diesel	F-750	DRW 4X2	Regular Cab Straight Frame	Truck / IV			
F6T	F-Super Duty Diesel	F-750	DRW 4X2	Regular Cab Straight Frame	Truck / IV			
F6U	F-Super Duty Diesel	F-750	DRW 4X2	Regular Cab Straight Frame	Truck / IV			
F6V	F-Super Duty Diesel	F-750	DRW 4X2	Regular Cab Straight Frame	Truck / IV			
F6W	F-Super Duty Diesel	F-750	DRW 4X2	Regular Cab Straight Frame	Truck / IV			
F6X	F-Super Duty Diesel	F-750	DRW 4X2	Regular Cab Straight Frame	Truck / IV			
F6Y	F-Super Duty Diesel	F-750	DRW 4X2	Regular Cab Straight Frame	Truck / IV			
F6Z	F-Super Duty Diesel	F-750	DRW 4X2	Regular Cab Straight Frame	Truck / IV			
F6A	F-Super Duty Diesel	F-750	DRW 4X2	Regular Cab Straight Frame	Truck / IV			
F6B	F-Super Duty Diesel	F-750	DRW 4X2	Regular Cab Straight Frame	Truck / IV			
F6C	F-Super Duty Diesel	F-750	DRW 4X2	Regular Cab Straight Frame	Truck / IV			
F6D	F-Super Duty Diesel	F-750	DRW 4X2	Regular Cab Straight Frame	Truck / IV			
F6E	F-Super Duty Diesel	F-750	DRW 4X2	Regular Cab Straight Frame	Truck / IV			
F6F	F-Super Duty Diesel	F-750	DRW 4X2	Regular Cab Straight Frame	Truck / IV			
F6G	F-Super Duty Diesel	F-750	DRW 4X2	Regular Cab Straight Frame	Truck / IV			
F6H	F-Super Duty Diesel	F-750	DRW 4X2	Regular Cab Straight Frame	Truck / IV			
F6I	F-Super Duty Diesel	F-750	DRW 4X2	Regular Cab Straight Frame	Truck / IV			
F6J	F-Super Duty Diesel	F-750	DRW 4X2	Regular Cab Straight Frame	Truck / IV			
F6K	F-Super Duty Diesel	F-750	DRW 4X2					