



**MILITARY SALES**

## Early Bird Savings | Ford Offer Summary

Offers Valid 6 December 2011 - 3 January 2012

[Discounts Not Compatible With SNOOT or Other Local Discounts and Offers]

MY	Model	Early Bird Offers			PLUS Early Bird BONUS Discounts! <i>On Select Models</i>	
		Exclusive ENCS/NAS Std. Military Rebate	Early Bird Discount Code: PREBD	Total Early Bird Savings	FREE Equipment Discount <sup>1</sup> (when equipped - see Free Equipment Details) Code: PREQP	MY13 at MY12 Pricing Discount <sup>2</sup> (on eligible vehicles) Code: PR1312
13	Edge	\$500	\$0	\$500		MY13 Uplift Amount
13	Flex	\$1,000	\$0	\$1,000		MY13 Uplift Amount
13	Taurus	\$1,000	\$0	\$1,000		MY13 Uplift Amount
12	Edge	\$1,750	\$750	\$2,500		
12	Escape (gas only)	\$3,250	\$1,264	\$4,514	FREE SYNC & Equip. Group - \$486	
12	F150 (excl. Raptor)	\$1,750	\$1,500	\$3,250		
12	Fiesta	\$900	\$700	\$1,600		
12	Flex	\$2,650	\$500	\$3,150		
12	Focus	\$1,500	\$700	\$2,200		
12	Fusion (gas only)	\$2,600	\$200	\$2,800	FREE Appearance Package - \$825 FREE SYNC - \$364	
12	Mustang (excl. GT500 & Boss)	\$2,000	\$1,150	\$3,150		
12	SuperDuty	\$3,000	\$1,500	\$4,500		
12	Taurus	\$3,100	\$250	\$3,350		
11	Edge	\$2,850	\$1,250	\$4,100		
11	Escape (gas only)	\$4,000	\$1,500	\$5,500		
11	Explorer	\$2,500	\$750	\$3,250		
11	F150 (excl. Raptor)	\$4,150	\$1,200	\$5,350		
11	Fiesta	\$1,250	\$700	\$1,950		
11	Flex	\$3,700	\$500	\$4,200		
11	Focus	\$2,200	\$500	\$2,700		
11	Fusion	\$3,000	\$1,500	\$4,500		
11	Fusion Hybrid	\$750	\$1,000	\$1,750		
11	Mustang (excl. GT500)	\$2,250	\$1,650	\$3,900		
11	Ranger	\$5,800	\$1,300	\$7,100		
11	Taurus	\$3,600	\$1,200	\$4,800		

<sup>1</sup> To qualify for the Free Equipment discount, the eligible vehicle must be configured with the designated equipment. See the Free Equipment Details page for info on eligibility. If the order is eligible, the equipment discount is equal to the amount listed in this chart.

<sup>2</sup> The MY13 at MY12 Pricing discount amount is equal to the MY13 Estimated Uplift Amount in MilQuote - option code ES3A.

**Early Bird BONUS Discounts! | FORD**  
**FREE Equipment Details On Select Models**  
 Offers Valid On Orders Written 6 December 2011 - 3 January 2012

**Is Your Order Eligible?**

To receive any of the FREE Equipment Discounts, all you need to do is order an eligible vehicle and trim line with the designated equipment. This equipment may be applied to your vehicle one of three ways:

1. As an option.
2. As part of a Rapid Spec Package (along with a specific option in some cases).
3. As part of Standard Equipment.

Detailed below are the eligible models and trim lines along with when and how the equipment can be applied. Your Exchange New Cars Sales or Navy AutoSource representative will walk you through the process to ensure you make the most of these offers!

MY	Model	Free Option/Equipment	Eligible Trim Lines With Required Specs	Discount Amount (PMP) Code: PNEQP
12	Fusion	Appearance Package or Monochrome Appearance Package	<p><b>SE:</b> With Option Code 14X or 14C</p> <p><b>SEL:</b> With Option Code 14X or 14C</p> <p><b>Sport:</b> ALL - Comparable Equipment Is Standard</p>	\$825
12	Fusion	SYNC	<p><b>SE:</b> With Rapid Spec 201A, 202A</p> <p><b>SEL:</b> All - Equipment Is Standard</p> <p><b>Sport:</b> All - Equipment Is Standard</p>	\$364
12	Escape	SYNC & SYNC Equipment Group	<p><b>XLS:</b> With Rapid Spec 101A or 102A AND Option Codes 67B and 85K (NOTE: Rec Buy F203 is eligible)</p> <p><b>XLT:</b> With Rapid Spec 201, 202 or 203A</p> <p><b>Limited:</b> All - Equipment Is Standard</p>	\$486