



Sponsored Auction Locations



Ford Motor Company
Pre-Owned Services

Your Guide for Vehicle Identification



How To Use:

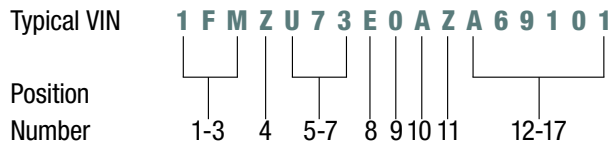
Here is your 2010 guide to interpreting universal Vehicle Identification Numbers (VIN). This vehicle information applies to 2010 models only. For previous model VIN information, check sources at your local dealerships or log onto

www.remarketing.dealerconnection.com

The VIN data provided is preliminary and prepared for the exclusive use of Ford, Lincoln and Mercury dealers.

Example:

Universal Vehicle Identification Numbers (VIN) have 17 "positions." There is a number or a letter in each position.



Positions	1-3	World Manufacturer Identifier
Position	4	Restraint System Type Brake Type and GVWR Class (Trucks and Vans Only)
Positions	5-7	Line, Series, Body Type
Position	8	Engine Type
Position	9	Check Digit
Position	10	Model Year
Position	11	Assembly Plant
Positions	12-17	Production Sequence Number

North American Fleet, Lease & Remarketing Operations

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



Certified Pre-Owned (CPO)

CPO dealer results:

- Average **turn rate** significantly faster than regular used vehicles
- Average **gross profit** on CPO vehicles is significantly higher
- Achieve a higher **conquest rate** — most customers have never purchased a Ford or Lincoln Mercury vehicle
- Visit <https://cpo.dealerconnection.com>



Automotive Remarketing Services (ARS)

Sell your wholesale inventory in the Ford auction lanes.

- No enrollment fee
- Maximize resale values
- Quicken inventory turn
- Leverage the resources of Ford Sponsored Auctions
- **Contact ARS Toll Free at 866-ARS-9142**



Ford Motor Company
Sponsored Auctions

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 and vehicle images and more at www.fordquic.com

- Visit www.remarketing.dealerconnection.com

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

2. ADESA Buffalo
Akron, New York
Phone: 716-542-3300
Fax: 716-542-3547

3. ADESA Golden Gate
Tracy, California
Phone: 209-839-3900
Fax: 209-834-2946

4. ADESA Indianapolis
Plainfield, Indiana
Phone: 317-838-8000/
800-925-1210
Fax: 317-838-8081

5. ADESA Phoenix
Chandler, Arizona
Phone: 480-961-1161
Fax: 480-961-3941

6. Baltimore-Washington Auto Exchange
Elkridge, Maryland
Phone: 410-796-8899
Fax: 410-796-7843

7. Brasher's Sacramento Auto Auction
Rio Linda, California
Phone: 916-991-5555/
800-288-6882
Fax: 916-991-8617

8. Brasher's Salt Lake Auto Auction
Salt Lake City, Utah
Phone: 801-322-1234/
800-426-4817
Fax: 801-322-1315

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

10. Manheim Atlanta
Red Oak, Georgia
Phone: 404-762-9211
Fax: 404-344-7526

11. Manheim Pittsburgh
Cranberry Township, Pennsylvania
Phone: 724-452-5555
Fax: 724-452-1310
Ford Staff Fax: 724-453-0813

12. Manheim Dallas/Fort Worth
Euless, Texas
Phone: 817-399-4000/
866-625-3392
Fax: 817-399-4251

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

14. Dealers Auto Auction of OKC
Oklahoma City, Oklahoma
Phone: 405-947-2886
Fax: 405-942-8715

15. Manheim Denver
Aurora, Colorado
Phone: 303-343-3443/
800-822-1177
Fax: 303-343-2318

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

17. Manheim Ft. Lauderdale
Davie, Florida
Phone: 954-791-3520/
800-941-7227
Fax: 954-791-3522

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

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

20. Manheim Nevada
Las Vegas, Nevada
Phone: 702-730-1400
Fax: 702-730-3903

21. Manheim Tampa
Tampa, Florida
Phone: 800-622-7292
Fax: 813-247-6629

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

23. Manheim Kansas City
Kansas City, Missouri
Phone: 816-452-4084
Fax: 816-459-7711

24. Manheim Auto Auction
Manheim, Pennsylvania
Phone: 717-665-9400/
800-822-2886
Fax: 717-665-9265

25. Manheim Metro Detroit
Flat Rock, Michigan
Phone: 734-783-3799/
800-242-6322
Fax: 734-379-2528

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

27. Manheim Mississippi
North Hattiesburg, Mississippi
Phone: 601-268-7550/
800-264-7550
Fax: 601-264-0756

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

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

30. Manheim New York
Newburgh, New York
Phone: 845-567-8550
Fax: 845-567-4399

31. Manheim Northstar Minnesota
North Shakopee, Minnesota
Phone: 952-445-5544
Fax: 952-445-6188

32. Manheim Ohio
Grove City, Ohio
Phone: 614-871-2771/
800-477-OHIO
Fax: 614-871-6845

33. Manheim Riverside
Riverside, California
Phone: 951-689-6000
Fax: 951-358-0861

34. Manheim San Antonio
San Antonio, Texas
Phone: 210-661-4200
Fax: 210-662-3169

35. Manheim Seattle
Kent, Washington
Phone: 253-872-6800/
253-872-4124
Fax: 253-437-2601

36. Southern Auto Auction
East Windsor, Connecticut
Phone: 860-292-7500
Fax: 860-292-7598

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

38. Manheim St. Louis
Bridgeton, Missouri
Phone: 314-739-1300/
800-533-5414
Fax: 314-298-3347

39. Manheim Texas Hobby
Houston, Texas
Phone: 713-649-8233
Fax: 713-640-8317

40. Manheim Palm Beach
West Palm Beach, Florida
Phone: 561-790-1200
Fax: 561-333-4739

2010 VIN GUIDE

Table with 4 columns: VIN Code, Vehicle Manufacturer, Make, Type. Lists various Ford, Lincoln, and Mercury models and their classifications.

Table with 2 columns: Code, Restraint System Type for Passenger Cars Only. Lists codes for manual and inflatable restraints.

Table with 6 columns: Vehicle Type, Restraint, Brake System, GVWR Class, GVWR Range, Restraint Category. Details restraint and brake specifications.

Table with 2 columns: Code, Restraint Category. Lists codes for manual belts, air bags, and other restraint devices.

Table with 4 columns: VIN Code, Car Line, Series, Body Type. Lists Ford, Lincoln, and Mercury models with their respective lines and series.

Table with 6 columns: VIN Code, Line, Series, Chassis Type, Cab or Body Type, Vehicle Type. Lists various Ford, Lincoln, and Mercury models.

Table with 6 columns: VIN Code, Line, Series, Chassis Type, Cab or Body Type, Vehicle Type. Lists Lincoln and Mercury models.

Table with 6 columns: VIN Code, Line, Series, Chassis Type, Cab or Body Type, Vehicle Type. Lists various Ford models.

Table with 6 columns: VIN Code, Line, Series, Chassis Type, Cab or Body Type, Vehicle Type. Lists various Ford models.

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Table with 6 columns: VIN Code, Displacement/Litre, Cylinders, Fuel, Manufacturer, Net Brake H.P. Lists various Ford models.

Table with 6 columns: VIN Code, Displacement/Litre, Cylinders, Fuel, Manufacturer, Net Brake H.P. Lists various Ford models.

Table with 6 columns: VIN Code, Displacement/Litre, Cylinders, Fuel, Manufacturer, Net Brake H.P. Lists various Ford models.

Table with 6 columns: VIN Code, Displacement/Litre, Cylinders, Fuel, Manufacturer, Net HP / Torque. Lists various Ford models.

Table with 2 columns: VIN Code, Year. Lists VIN codes and their corresponding years.

Table with 4 columns: VIN Code, Year, VIN Code, Year. Lists VIN codes and their corresponding years.

Table with 3 columns: VIN Code, Vehicle Assembly Plant, Name: Location. Lists VIN codes and their assembly plants.

Table with 6 columns: VIN Code, Displacement/Litre, Cylinders, Fuel, Manufacturer, Net Brake H.P. Lists various Ford models.