



Sponsored Auction Locations



Ford Motor Company
Pre-Owned Services

How To Use:

Here is your 2011 guide to interpreting universal Vehicle Identification Numbers (VIN). This vehicle information applies to 2011 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.

Typical VIN	1	F	M	Z	U	7	3	E	0	B	Z	A	6	9	1	0	1
Position																	
Number	1-3	4	5-7	8	9	10	11						12-17				
Positions	1-3																
Position	4																
Positions	5-7																
Position	8																
Position	9																
Position	10																
Position	11																
Positions	12-17																

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 traditional used vehicles
- Average **gross profit** is higher than traditional used vehicles
- Over 50% of CPO customers have never purchased a previous 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
- **Call now for fast and toll free enrollment at 866-ARS-9142**



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.

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

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

5. Manheim Baltimore-Washington
Elkridge, Maryland
Phone: 410-796-8899/
800-533-2923
Fax: 410-799-0512

6. Brasher's Sacramento Auto Auction
Rio Linda, California
800-288-6882
Fax: 916-991-5445

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

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

9. Manheim Atlanta
Atlanta, Georgia
Phone: 404-762-9211/
800-856-6107
Fax: 404-669-5755

10. Manheim Pittsburgh
Cranberry Township, Pennsylvania
Phone: 724-452-5555
Fax: 724-452-1310

11. Manheim Dallas/Fort Worth
Euless, Texas
Phone: 817-399-4000/
866-462-6434/817-399-4000
Fax: 817-399-4251

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

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

14. Manheim Denver
Aurora, Colorado
Phone: 303-343-3443/
800-822-1177
Fax: 303-343-6466

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

16. Manheim Ft. Lauderdale
Davie, Florida
Phone: 954-791-3520
Fax: 954-453-8430

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

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

19. Manheim Nevada
Las Vegas, Nevada
Phone: 702-730-1400
Fax: 702-730-1541

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

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

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

23. Manheim Auto Auction
Manheim, Pennsylvania
Phone: 717-665-3571/
800-822-2886
Fax: 877-605-0377

24. Manheim Metro Detroit
Flat Rock, Michigan
Phone: 734-783-3799/
800-242-6322
Fax: 734-379-0275

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

26. Manheim Mississippi
North Hattiesburg, Mississippi
Phone: 601-268-7550/
Fax: 601-579-7202

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

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

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

30. Manheim Ohio
Grove City, Ohio
Phone: 614-871-2771
Fax: 614-871-6897

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

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

33. Manheim Seattle
Kent, Washington
Phone: 253-872-6800
Fax: 253-395-3342

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

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

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

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

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



1	F	M	Z	U	7	3	E	0	B	Z	A	6	9	1	0	1
2	P	W	J	E	8	4	0	1	0	J	K	7	0	2	1	2
3	Q	X	K	F	9	5	P	2	1	K	L	8	1	3	2	3

2011 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	
1ZV	Automotive Alliance International, USA	Ford	Passenger Car	
2FA	Ford Motor Company of Canada, Ltd.	Ford	Passenger Car	
2LN	Ford Motor Company of Canada, Ltd.	Lincoln	Passenger Car	
2ME	Ford Motor Company of Canada, Ltd.	Mercury	Passenger Car	
3FA	Ford Motor Company, Mexico	Ford	Passenger Car	
3LN	Ford Motor Company, Mexico	Lincoln	Passenger Car	
3ME	Ford Motor Company, Mexico	Mercury	Passenger Car	
TRUCKS AND MPVS				
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	
4F2	Ford Motor Company, USA	Mazda	Multipurpose Passenger Vehicle	
4M2	Ford Motor Company, USA	Mercury	Multipurpose Passenger Vehicle	
5LM	Ford Motor Company, USA	Lincoln	Multipurpose Passenger Vehicle	
NM0	Ford Otomotiv Sanayi A.S., Turkey	Ford	Truck - Completed Vehicle	
INCOMPLETE VEHICLES				
1FC	Ford Motor Company, USA	Ford	Basic (Stripped) Chassis	
1FD	Ford Motor Company, USA	Ford	Incomplete Vehicle	
1F6	Detroit Chassis LLC, USA	Ford	Basic (Stripped) Chassis	
2LJ	Ford Motor Company of Canada, Ltd.	Lincoln	Incomplete Vehicle - Hearse	
2L1	Ford Motor Company of Canada, Ltd.	Lincoln	Incomplete Vehicle - Limousine	
3FR	Blue Diamond Truck S. De R.L. De C.V.	Ford	Incomplete Vehicle	

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
Passenger Car	-	-	-	K		F	B	H		D		
MPV, Truck	Hydraulic	Class A:	Less than 3,000 pounds									
MPV, Truck	Hydraulic	Class B:	3,001-4,000 pounds									
MPV, Truck	Hydraulic	Class C:	4,001-5,000 pounds			Y	K	C		7		
MPV, Truck	Hydraulic	Class D:	5,001-6,000 pounds			Z	L	D	G	8		
MPV, Truck	Hydraulic	Class E:	6,001-7,000 pounds				M	E	H			
MPV, Truck	Hydraulic	Class F:	7,001-8,000 pounds				N	F	J			
MPV, Truck	Hydraulic	Class G:	8,001-8,500 pounds				P	V				
Truck, Bus	Hydraulic	Class G:	8,501-9,000 pounds	H	C	N						1
Truck, Bus	Hydraulic	Class H:	9,001-10,000 pounds	J	D	S	B	7				2
Truck, Bus	Hydraulic	Class 3:	10,001-14,000 pounds	K	E	W	R	8				3
Truck, Bus	Hydraulic	Class 4:	14,001-16,000 pounds	L	F	X	T	9				4
Truck, Bus	Hydraulic	Class 5:	16,001-19,500 pounds	M	G	A	U	0				5
Truck, Bus	Hydraulic	Class 6:	19,501-26,000 pounds	N								6
Truck, Bus	Hydraulic	Class 7:	26,001-33,000 pounds	P								
Truck, Bus	Air	Class 6:	19,501-26,000 pounds	W								
Truck, Bus	Air	Class 7:	26,001-33,000 pounds	X								
Truck, Bus	Air	Class 8:	33,001-55,000 pounds	Y								
* Brake System (only) for buses and incomplete vehicles - GVWR chassis shown are not applicable												

Restraint Category	
Code	Restraint Devices and Location
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 row)
7	Manual belts with driver and passenger frontal air bags and side inflatable restraint (1st & 2nd row) and driver knee air bag
8	Manual belts with Driver Only Frontal Air Bags and Side Inflatable Restraint (1st Row)
9	No restraints

VIN POSITIONS 5, 6, 7					VIN Code Line, Series, Body Type for Passenger Cars		
VIN Code	Car Line	Series	Body Type				
FORD							
P0G	Fusion	S	4-Dr. Sedan				
P0H	Fusion	SE	4-Dr. Sedan				
P0J	Fusion	SEL FWD	4-Dr. Sedan				
P0C	Fusion	SEL AWD	4-Dr. Sedan				
P0K	Fusion	Sport FWD	4-Dr. Sedan				
P0D	Fusion	Sport AWD	4-Dr. Sedan				
P0L	Fusion	Hybrid	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				
P4A	Fiesta	S	4-Dr. Sedan				
P4B	Fiesta	SE	4-Dr. Sedan				
P4E	Fiesta	SE	5-Dr. Hatch				
P4C	Fiesta	SEL	4-Dr. Sedan				
P4F	Fiesta	SES	5-Dr. Hatch				
P3E	Focus	S	4-Dr. Sedan				
P3F	Focus	SE	4-Dr. Sedan				
P3G	Focus	SES	4-Dr. Sedan				
P3H	Focus	SEL	4-Dr. Sedan				
P7A	Crown Victoria	Livery - LWB*	4-Dr. Sedan				
P7B	Crown Victoria	Police Interceptor	4-Dr. Sedan				
P7C	Crown Victoria	Commercial	4-Dr. Sedan				
P7E	Crown Victoria	LX	4-Dr. Sedan				
P8A	Mustang	V6 Coupe	2-Dr. Sedan				
P8C	Mustang	GT Coupe	2-Dr. Sedan				
P8E	Mustang	V6 Convertible	2-Dr. Sedan				
P8F	Mustang	GT Convertible	2-Dr. Sedan				
P8J	Mustang	Shelby Coupe	2-Dr. Sedan				
P8K	Mustang	Shelby Convertible	2-Dr. Sedan				
MERCURY							
MOH	Milan	Milan	4-Dr. Sedan				
MOJ	Milan	Premier FWD	4-Dr. Sedan				
MOC	Milan	Premier AWD	4-Dr. Sedan				
MOL	Milan	Hybrid	4-Dr. Sedan				
M7F	Grand Marquis	LS	4-Dr. Sedan				
LINCOLN							
L2G	MKZ	FWD	4-Dr. Sedan				
L2J	MKZ	AWD	4-Dr. Sedan				
L2L	MKZ	Hybrid	4-Dr. Sedan				
L8C	Town Car	Signature Limited	4-Dr. Sedan				
L8E	Town Car	Executive LWB*	Livery				
L8F	Town Car	Signature LWB*	4-Dr. Sedan				
L8J	Town Car	Executive	Limousine / Hearse / IV				
L9D	MKS	FWD	4-Dr. Sedan FWD				
L9E	MKS	AWD	4-Dr. Sedan AWD				
L9F	MKS	EcoBoost™ AWD	4-Dr. Sedan AWD				
**LWB" means Long Wheel Base "FWD" means Front Wheel Drive "AWD" means All Wheel Drive							

VIN POSITIONS 5, 6, 7					
VIN Code Line, Series, Body Type for Passenger Cars Multipurpose Passenger Vehicles (MPV's), Buses, and Incomplete Vehicles (IV's) with GVW Ratings of 4990 Kilograms (11,000 Pounds) or less:					
VIN CODE	Line	Series	Chassis Type	Cab or Body Type	Vehicle Type
FORD					
K1F	Expedition EL	XL	4X2	4-Door	MPV
K1G	Expedition EL	XL	4X4	4-Door	MPV
K1H	Expedition EL	XLT/King Ranch	4X2	4-Door	MPV
K1J	Expedition EL	XLT/King Ranch	4X4	4-Door	MPV
K1K	Expedition EL	Limited	4X2	4-Door	MPV
K2A	Expedition EL	Limited	4X4	4-Door	MPV
K3A	Edge	Sport	FWD	4-Door	MPV
K3G	Edge	SE	FWD	4-Door	MPV
K3J	Edge	SEL	FWD	4-Door	MPV
K3K	Edge	Limited	FWD	4-Door	MPV
K4A	Edge	Sport	AWD	4-Door	MPV
K4G	Edge	SE	AWD	4-Door	MPV
K4J	Edge	SEL	AWD	4-Door	MPV
K4K	Edge	Limited	AWD	4-Door	MPV
K5B	Flex	SE	FWD	4-Door	MPV
K5C	Flex	SEL	FWD	4-Door	MPV
K5D	Flex	Limited	FWD	4-Door	MPV
K6C	Flex	SEL	AWD	4-Door	MPV
K6D	Flex	Limited	AWD	4-Door	MPV
K7B	Explorer	Base	FWD	4-Door	MPV
K7D	Explorer	XLT	FWD	4-Door	MPV
K7F	Explorer	Limited	FWD	4-Door	MPV
K8B	Explorer	Base	4WD	4-Door	MPV
K8D	Explorer	XLT	4WD	4-Door	MPV
K8F	Explorer	Limited	4WD	4-Door	MPV
R1A	Ranger		4X2	Regular Cab	Truck
R1E	Ranger		4X2	SuperCab 2-Dr	Truck

VIN POSITIONS 5, 6, 7			VIN Code Line, Series, Body Type for Passenger Cars		
CONT'D			Multipurpose Passenger Vehicles (MPV's), Buses, and Incomplete Vehicles (IV's) with GVW Ratings of 4990 Kilograms (11,000 Pounds) or less:		
VIN CODE	Line	Series	Chassis Type	Cab or Body Type	Vehicle Type
FORD					
R1F	Ranger		4X4	SuperCab 2-Dr	Truck
R4E	Ranger		4X2	SuperCab 4-Dr	Truck
R4F	Ranger		4X4	SuperCab 4-Dr	Truck
U0C	Escape	XLS	4X2	4-Door	MPV
U0D	Escape	XLT	4X2	4-Door	MPV
U0E	Escape	Limited	4X2	4-Door	MPV
U9C	Escape	XLS	4X4	4-Door	MPV
U9D	Escape	XLT	4X4	4-Door	MPV
U9E	Escape	Limited	4X4	4-Door	MPV
U4K	Escape	HEV	4X2	4-Door	MPV
U5K	Escape	HEV	4X4	4-Door	MPV
U1F	Expedition	XL	4X2	4-Door	MPV
U1G	Expedition	XL	4X4	4-Door	MPV
U1H	Expedition	XLT/King Ranch	4X2	4-Door	MPV
U1J	Expedition	XLT/King Ranch	4X4	4-Door	MPV
U1K	Expedition	Limited	4X2	4-Door	MPV
U2A	Expedition	Limited	4X4	4-Door	MPV
MERCURY					
N8B	Mariner	Luxury	4X2	4-Door	MPV
N8H	Mariner	Premier	4X2	4-Door	MPV
N9B	Mariner	Luxury	4X4	4-Door	MPV
N9H	Mariner	Premier	4X4	4-Door	MPV
N2K	Mariner	HEV	4X2	4-Door	MPV
N3K	Mariner	HEV	4X4	4-Door	MPV
LINCOLN					
J5F	MKT		FWD	4-Door	MPV
J5A	MKT		AWD	4-Door	MPV
J2H	Navigator		4X2	4-Door	MPV
J2J	Navigator		4X4	4-Door	MPV
J3H	Navigator L		4X2	4-Door	MPV / IV
J3J	Navigator L		4X4	4-Door	MPV
J6J	MKX		FWD	4-Door	MPV
J8J	MKX		AWD	4-Door	MPV

"HEV" means Hybrid Electric Vehicle

"MPV" means Multipurpose Passenger Vehicle

"SRW" means Single Rear Wheels

"IV" means Incomplete Vehicle

"DRW" means Dual Rear Wheels