

FORD RV MOTORHOME CHASSIS DEALER INCENTIVE PROGRAMS



Computer-generated images with optional features and/or aftermarket equipment shown throughout.

CLASS A F5D (RENTAL ONLY)
CLASS C TRANSIT CUTAWAY
CLASS C E-SERIES CUTAWAY
CLASS B TRANSIT VAN



**COMMERCIAL
VEHICLES**

FORDRVPROGRAMS.COM

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Ford Motor Company appreciates all you do to make us so successful in the RV Motorhome business. The Ford RV Motorhome Chassis Incentive Programs have been developed to reward RV Dealers like you for your hard work and dedication to our brand.

The RV Dealer Incentive Program combines three separate incentives under one program umbrella: RV Sales, Stocking and Rental. The RV Programs:

- Incentivize RV Salespersons for selling Ford chassis-based Class C and Class B motorhomes
- Incentivize RV Dealerships (Distributors) for stocking Ford chassis-based Class C and Class B motorhomes
- Incentivize RV Dealerships for enrolling Ford chassis-based Class A, Class C and Class B motorhomes into rental service

GENERAL PROGRAM RULES

KEY DATES

Program Period: August 1, 2020 – July 31, 2021

Claim Deadline: December 31, 2021

DOCUMENTATION

- There is a 150-day grace period to submit documentation after the close of the program period, July 31, 2021.
- All claims that are on hold must have documentation submitted and claim resolved by December 31, 2021. No exceptions.
- Documentation uploaded after the due date of December 31, 2021 will not be processed.
- The 150-day grace period to accept documentation will be considered expired after December 31, 2021. No exceptions.
- Altered, incomplete, illegible or missing claim documentation will result in withholding of incentive payment.
- Documentation received via email cannot be processed.
- Paper claim forms are no longer accepted.
- All Claim Documents must be submitted online via the website: FordRVPrograms.com**
- Situations of Dealerships “Doing Business As” another business name are no longer accepted and claims will be placed on hold. In some situations a business license may be required for dealership name and location for clarification and validation.**

Status notifications will be emailed for the following:

- **Claim Submission:** Upon online claim entry, a reference number will be assigned for each VIN
- **30-Day 1st Hold Notice:** A reminder with the reason for the hold will be emailed
- **60-Day 2nd Hold Notice:** A reminder with the reason for the hold will be emailed
- **End of Program Final Hold Notice:** Each claim on hold will receive a reminder that there are 30 days left to resolve a pending claim

PAYMENTS

- Payment checks for eligible and completed claims will be sent 4 to 6 weeks after the date the claim is approved by Ford RV Program Headquarters.
- A “CLAIM HISTORY” report is available on the website to print or download to Excel.

VEHICLES

- All vehicles must be modified/manufactured by an active Ford Qualified Vehicle Modifier (QVM) participant.
- For a complete list of eligible QVM Companies please visit <https://FordUpfits.com>/find an upfitter under “Upfitter Type” check Qualified Vehicle Modifier.

RV PROGRAM WEBSITE

FordRVPrograms.com

PORTAL PAGE

First time users: Click on the “REGISTER NOW” button and create a “USER ACCOUNT.”

To learn more about using this site, click on the link to download the Ford RV Program Website Guide.

The guide includes these topics:

- Using the site
- Submitting a new claim
- Enrolling rental units
- Document requirements
- Updating user profile
- Review claim history

HOME PAGE

Once you log in you will reach the “Home Page.”

- From the Home Page you can do the following:
 - Review the program rules for Sales, Stocking and Rental Incentive Programs
 - Enroll units for the RV Rental Incentive Program
 - Submit incentive claims and upload documents for all incentives
 - View Claim Status History for submitted VINs

PROGRAM DETAILS

SALESPERSON – \$250 PER SOLD VEHICLE

Every eligible U.S. RV Salesperson that sells or leases a new Motorhome from an active Ford Motorhome QVM participant sold from August 1, 2020 through July 31, 2021 is eligible.

Eligible Motorhomes are:

- **Class C Motorhome built on Ford E-Series Cutaway or Chassis with a 47R RV package – 2021 and 2022 Model years**
 - **Class C Motorhome built on Transit Cutaway with 47M Motorhome package or Transit Van – 2020 and 2021 Model years**
 - **Class B Motorhome built on Transit Van with 47M Motorhome Package – 2020 and 2021 Model years**
1. Claims must be submitted by the selling dealer and check issued to the same. No exceptions.
 2. The Owner, General Manager or Dealer Principal may submit a salesperson claim as long as it is documented that they made the sale.
 3. Situations of Dealerships “Doing Business As” another business name are no longer accepted and claims will be placed on hold. In some situations a business license may be required for dealership name and location for clarification and validation.
 4. Vehicles sold to RV Dealerships and Rental Companies are not eligible for this incentive.
 5. Bill of Sale or Lease Agreement must be signed by customer and indicate “Sales Person’s” name.
 6. The Warranty Start Form may be requested for validation.

STOCKING – \$500 PER STOCKED VEHICLE

Every eligible U.S. RV Dealer that stocks a new Motorhome from an active Ford Motorhome QVM participant received from August 1, 2019 through July 31, 2020 is eligible.

Eligible Motorhomes are:

- **Class C Motorhome built on Ford E-Series Cutaway or Chassis with a 47R RV package – 2021 and 2022 Model years**
 - **Class C Motorhome built on Transit Cutaway with 47M Motorhome package or Transit Van – 2020 and 2021 Model years**
 - **Class B Motorhome built on Transit with 47M Motorhome Package – 2020 and 2021 Model years**
1. **Important:** Due to the complexity of arrangements between the parent Dealership Company location and individual child Stocking Dealership locations, all payments will be made to the “Sold To/Stocking Dealer.”
 2. Arrangements for payments to other facility locations should be handled by the “Sold to/Stocking Dealer” location.
 3. Situations of Dealerships “Doing Business As” another business name are no longer accepted and claims will be placed on hold. In some situations a business license may be required for dealership name and location for clarification and validation.
 4. All RV Stocking claim incentives will be paid directly to the stocking dealership where the vehicle is stocked.
 5. “Ship To” information on manufacturer invoices must match dealership information established under the Ford RV Incentive Programs. If information does not match, RV Stocking claims for payment will be placed on hold until RV Dealer provides confirmation that dealership information is updated with Ford Manufacturers.

RENTAL – \$500 PER RENTED VEHICLE

VOLUME BONUS

- **26-50 Units – \$750**
- **51+ Units – \$1,000**

Every eligible U.S. RV Dealer that rents a new Motorhome from an active Ford Motorhome QVM participant is eligible. Motorhomes must be enrolled from August 1, 2020 through July 31, 2021. Motorhomes must be placed into rental service between August 1, 2020 and December 31, 2021 and accrue a minimum of 6,000 rental miles total to retain eligibility.

Eligible Motorhomes are:

- **Class C Motorhome built on Ford E-Series Cutaway or Chassis with a 47R RV package – 2021 and 2022 Model years**
- **Class C Motorhome built on Transit Cutaway with 47M Motorhome package or Transit Van – 2020, 2021 and 2022 Model years**
- **Class B Motorhome built on Transit Van – 2020, 2021 and 2022 Model years**
- **Class A Motorhome built on F5D Stripped Chassis – 2020, 2021 and 2022 Model years**

1. Rental Bonus Incentive payments will be calculated in January of 2021 and paid 4 to 6 weeks after the incentive audit and verification.
2. No additional claims will be processed after December 31, 2021 to ensure all qualifying bonus units can be processed and paid in a timely manner.
3. 1–25 units are not eligible for volume bonus incentive.
4. Additional Volume Bonus Incentives are available if dealers have 26 or more vehicles placed in rental service and are approved for payment. Volume incentives will be paid retroactively back to unit 1.
5. The first and last rental agreements that show the beginning and ending mileage of the rental period must be submitted with the vehicle title.
6. All RV Rental claims for payment must be submitted online.
7. All RV Rental incentive claims will be paid directly to the rental dealership.
8. Situations of Dealerships “Doing Business As” another business name are no longer accepted and claims will be placed on hold. In some situations a business license may be required for dealership name and location for clarification and validation.
9. Exception requests for early payment of Bonus Incentives will not be approved.
10. U.S. registered and sold units only.
11. Not compatible with CPA or other Ford incentive programs.
12. Program enrollment date for qualifying units must precede the first rental contract date for accrued mileage to be eligible.
13. Eligible mileage accrual begins with the first rental contract submitted after VIN is enrolled in the program. Rental mileage accrued prior to program enrollment date is not eligible.

FORD RV PROGRAM RULES AT A GLANCE*

CRITERIA	SALESPERSON INCENTIVE	STOCKING INCENTIVE	RENTAL INCENTIVE
Incentive Amount	\$250 per eligible vehicle sale	\$500 per eligible vehicle stocked	\$500 per eligible vehicle rented Volume Bonus Tiers 26-50 - \$750 51+ - \$1,000
Program Period	August 1, 2020 – July 31, 2021	August 1, 2020– July 31, 2021	August 1, 2020 – July 31, 2021
Enrollment Period	N/A	N/A	August 1, 2020 – July 31, 2021
Claim Period	August 1, 2020 – December 31, 2021	August 1, 2020 – December 31, 2021	August 1, 2020 – December 31, 2021
Dealer Eligibility**	U.S. RV Selling Dealer (Salesperson)	U.S. RV Dealership	U.S. RV Dealership
Class	Class B, C	Class B, C	Class A, B, C
Eligible Model Years	2020, 2021, (2022 E-Series only)	2020, 2021, (2022 E-Series only)	2020, 2021, 2022
VIN Body Codes	E3F, E4F, R2X, R3U, R3X, R2Y, R2C, R2V, R2Z, R2D, R7P, R5P, F4U, S4U, S4X, W2X, W3U, W1X, W3X, W2Y, W1Y, W2C, W2D, W9C, F4W, S4W, W2V, W2Z, W1Z, W7P, F8P, S8P, U8P, F6P, S6P, U6P, W5P, U4X, U5X, X9X, W4X, X2X, X9Y, X2Y, X9C, W4Z, X2C	E3F, E4F, R2X, R3U, R3X, R2Y, R2C, R2V, R2Z, R2D, R7P, R5P, F4U, S4U, S4X, W2X, W3U, W1X, W3X, W2Y, W1Y, W2C, W2D, W9C, F4W, S4W, W2V, W2Z, W1Z, W7P, F8P, S8P, U8P, F6P, S6P, U6P, W5P, U4X, U5X, X9X, W4X, X2X, X9Y, X2Y, X9C, W4Z, X2C	E3F, E3K, E4F, E4K, F5D, R2X, R3U, R3X, R2Y, R2C, R2V, R2Z, R2D, R7P, R5P, F4U, S4U, S4X, W2X, W3U, W1X, W3X, W2Y, W1Y, W2C, W2D, W9C, F4W, S4W, W2V, W2Z, W1Z, W7P, F8P, S8P, U8P, F6P, S6P, U6P, W5P, U4X, U5X, X9X, W4X, X2X, X9Y, X2Y, X9C, W4Z, X2C
Vehicle Eligibility***	<ul style="list-style-type: none"> Must be an active Ford QVM participant Vehicle Sold during Program Period 	<ul style="list-style-type: none"> Must be an active Ford QVM participant Vehicle Delivered/Received during Program Period 	<ul style="list-style-type: none"> Must be an active Ford QVM participant Vehicle Rented during Program Period Must accrue a minimum of 6,000 miles during rental program
	E-Series Cutaway with 47R RV Package Transit Cutaway with 47M Motorhome Package Transit Van	E-Series Cutaway with 47R RV Package Transit Cutaway with 47M Motorhome Package Transit Van	E-Series Cutaway and Stripped Chassis with 47R RV Package Transit Cutaway or Transit Van with 47M Motorhome Package F5D Stripped Chassis
Required Documentation	<p>A completed and signed BOS/Lease Agreement/BO****</p> <p>Must show:</p> <ul style="list-style-type: none"> Sale Date within Program Period Customer's Name and Signature Date within Program Period Verify Dealership information (matches claim) VIN must match online enrollment Salesperson's Name DBA situations not eligible 	<p>Motorhome Mfg. Invoice</p> <p>Must show:</p> <ul style="list-style-type: none"> Delivery Date and VIN Verify Dealership information (matches claim or invoice address) DBA situations not eligible VIN must match online enrollment 	<ol style="list-style-type: none"> Vehicle Title (Registration or application for Registration) Rental Agreements, beginning and ending mileage <p>Must show:</p> <ul style="list-style-type: none"> Accrual of at least 6,000 miles during August 1, 2020 and December 31, 2021 Rental mileage accrued prior to enrollment date is not eligible Dealership Name DBA situations not eligible Vehicle return mileage Beginning and ending mileage Ford VIN
Program Compatibility	Vehicles sold to RV Dealerships and Rental Companies are not eligible	Not compatible with the Rental Program	Consignment and previously claimed Stocking or Fleet vehicles are not eligible Not compatible with RV Sales, Stocking or CPA

* Ford Motor Company reserves the right to discontinue at any time, specifications, designs or programs without incurring obligation.

** Canadian RV Dealers are not eligible for the RV Sales, Stocking or Rental Programs.

*** Ford of Canada vehicles are not eligible for the RV Sales, Stocking or Rental Programs.

**** Documents that are altered or redacted will not be accepted.

PROGRAM HEADQUARTERS CONTACT INFORMATION

P: (877) 903-3868 | E: PHQ@FordRVPrograms.com



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