



ACTION NOTICE  
**VEHICLE SALES**

SERIAL	VS/UK/20/226												
DATE	12 <sup>th</sup> August 2020												
AUDIENCE	Dealer Principal, Motability Specialist, Finance & Accounts and Sales & Marketing												
KEY MESSAGE	<b><u>Quarter 3 2020 Motability Programme - Update</u></b>												
ISSUE/CHANGE	<p>We are pleased to announce addition of 2020.75MY VTNs for Fiesta, Puma and Focus.</p> <ol style="list-style-type: none"><li><b>1) Fiesta 2020.75MY:</b> mHEV engines added across the range*. 1.0L TDCi 85PS diesel engines across all derivatives retain VTNs from 2020.25MY.</li><li><b>2) Focus 2020.75MY:</b> New 'Edition' Series, including mHEV engines*, are now available on the Scheme. <b>Automatic Transmission</b> units are available as <b>Stock Units Only, no new factory orders are being accepted.</b> Where a 2020.25MY order was centrally amended and a valid application received prior to the central amend, Advance payment price protection is offered. Please do not submit a new application but update original application with new VTN.</li><li><b>3) Puma 2020.75MY:</b> ST-Line X Vignale derivative added onto the Scheme.</li></ol> <p><b>*NB - mHEV petrol engines are not currently available on 2020.75MY <u>Fiesta Trend</u> and <u>Focus Zetec Edition</u>. Dealers are advised <u>not to place any new applications for these mHEV engines</u>, as these will require new VTNs and are not covered by AP protection.</b></p> <p><b>Key price points below:</b></p> <table border="1"><thead><tr><th>Model</th><th>Derivative / Engine</th><th>AP</th></tr></thead><tbody><tr><td>Fiesta</td><td>Titanium, 5 door, 1.0T EcoBoost Hybrid 125PS, Manual</td><td>£95</td></tr><tr><td>Puma</td><td>ST-Line X Vignale, 1.0L Ford EcoBoost Hybrid 125PS, Manual</td><td>£695</td></tr><tr><td>Focus</td><td>Zetec Edition, 5 door, 1.5L Ford EcoBlue 120PS, Manual</td><td>£95</td></tr></tbody></table> <p><b>Note: Vehicles <u>must be registered by 31<sup>st</sup> December 2020</u>. Please discuss with the Customer and confirm the chosen vehicle will be registered before the 31/12/2020 before placing an order.</b></p> <p>As per <b>PN/ALL/20/1615</b> and <b>PN/ALL/UK/20/1616</b>, production of the vehicles listed below are temporarily suspended until end of 2020, and no new factory orders will be accepted. Please ensure that any applications for these entities are placed against stock units only.</p> <ol style="list-style-type: none"><li><b>1) Fiesta:</b> 1.1L 75PS, Manual (Trend Only)</li><li><b>2) Focus:</b> 1.0L 125PS EcoBoost, Manual (Zetec Edition Only), 1.0L Ford EcoBoost 125PS, Automatic (All Series), 1.5L Ford EcoBlue 120PS, Automatic (All Series) and 2.0L 150PS EcoBlue, Manual and Automatic (All Series)</li><li><b>3) EcoSport:</b> (All Series)</li><li><b>4) Tourneo Connect:</b> (Diesel Only)</li></ol>	Model	Derivative / Engine	AP	Fiesta	Titanium, 5 door, 1.0T EcoBoost Hybrid 125PS, Manual	£95	Puma	ST-Line X Vignale, 1.0L Ford EcoBoost Hybrid 125PS, Manual	£695	Focus	Zetec Edition, 5 door, 1.5L Ford EcoBlue 120PS, Manual	£95
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ACTION REQUIRED	<ul style="list-style-type: none"><li>• Ensure your website reflects the <u>latest status</u> of the Motability Scheme</li><li>• Inform teams about addition of the new VTNs to the Scheme</li><li>• Ensure teams are managing incoming enquiries appropriately</li></ul>												
TIMING	Effective 12 <sup>th</sup> August 2020 – 30 <sup>th</sup> September 2020												
ATTACHMENT LINKS	<a href="#">Attachment 1 – Q3 2020 Programme Notes and MPS Programme Matrix</a> <a href="#">Attachment 2 – Q3 2020 Customer Price Guide (PDF)</a> <a href="#">Attachment 3 – Q3 2020 Customer Price Guide (Excel)</a> <a href="#">Attachment 4 – Q3 2020 Dealer Pricelist</a> <a href="#">Attachment 5 – Q3 2020 Customer Bonus (C-MAX Renewal)</a>												
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