

YOUR CO-OP IS AUTOMATIC WITH WORK TRUCK SOLUTIONS

Work Truck Solutions is now authorized by Ford BPN as an auto co-op vendor. This means that any BPN dealer using Work Truck Solutions' on line inventory service can 'opt in' on their dealer portal (a simple, one-time button click) and from that day forward that dealer will never have to file a co-op claim for Work Truck Solutions again! Instead Work Truck Solutions will file monthly on behalf of the dealer and the dealer will automatically be reimbursed. "There was some work on our part to qualify and get set up for this program, but it was worth it. We can now do the processing and submission for our BPN dealers. We are very happy to be saving our dealers time and money by making sure that they get their co-op reimbursement automatically and in a timely fashion. We know they have enough paperwork they have to take care of on their end," said Gretchen Krugler, Work Truck Solutions' Director of Finance.

Work Truck Solutions also recently announced the integration of work truck body product information from manufacturers such as Knapheide and Reading. "Through our relationship with the body manufacturer we are able to add their spec sheets, YouTube video walk-throughs, additional photos and information. Adding this information to our dealers' sites not only provides significant value to the customer when they are looking at the dealer's inventory online, it also helps Ford Pros serve their customers better by keeping up with the products that their manufacturers and distributed are launching," reported Kraig Durgan, Work Truck Solutions' Director of Marketing. "Work Truck Solutions is committed to integrating all manufacturer product information, along with their bailment

pool inventories, to offer Ford Pros ease of access to meet their truck buyer's needs."

For information about how Work Truck Solutions is helping dealers and Ford Pros sell more trucks, and save time, go to www.worktrucksolutions.com

FORD PRODUCTION OF F-650/F-750 IN OHIO

The all-new Ford F-650/F-750 medium-duty trucks started rolling off the line for the first time in the United States. Production of the trucks at Ohio Assembly Plant, previously built in Mexico, is helping to secure more than 1,000 hourly UAW jobs and a \$168 million plant investment in the United States. The production shift from Mexico is part of the collective bargaining agreement Ford and the United Auto Workers negotiated in 2011. In addition to now producing all Ford F-650 and F-750 models and configurations, the plant also produces Ford E-Series cut-away vans and stripped chassis.

"Our investment in Ohio Assembly Plant reinforces our commitment to building vehicles in America and to delivering best-in-class commercial trucks," said Joe Hinrichs, Ford president, The Americas. "Working with our partners in the UAW, we found a way to make the costs competitive enough to bring production of a whole new generation of work trucks to Ohio."

FORD VANS ARE TOP SELLERS IN 47 STATES

Growing businesses are increasingly turning to Ford commercial vans, making Ford the largest and fastest-growing manufacturer of commercial vans in the United States in the first half of 2015, according to Ford analysis of IHS new vehicle registrations through June. More than half of commercial van customers in the United States in the first six months of 2015 bought a Ford van – Transit, Transit Connect or E-Series.

Ford is the fastest-growing brand in the commercial van market, driving 80 percent of the segment's growth in the first half of 2015, according to Ford analysis of new vehicle registrations from IHS Automotive. Transit sales success has led Ford to capture 56 percent of the U.S. commercial van market as of June 2015 – up from 48 percent in June 2014, according to IHS new commercial vehicle registration data.

Ford commercial van sales increased 28 percent January through June, while the segment overall grew 11 percent. Ford Transit became the best-selling full-size van in America just six months after it went on sale.

For the 2015 model year, Ford produced more than 100,000 Transit vans, wagons, cutaways and chassis cabs at Kansas City Assembly Plant. Transit Connect leads the small commercial van segment with 69 percent share and is on pace to have another record year, with commercial sales up 43 percent in the first half of 2015.

