



For Ford, Lincoln and Mercury Wholesalers and the Collision Repair Industry

FORD COLLISION TRUCKLOAD PROGRAM ADDS 53 NEW PARTS

Focus, F-Series and Mustang Parts Top the List

Fifty-three new parts are now available through Ford Customer Service Division's (FCSD) Collision Truckload Program, including left- and right-side headlamps and two different right-hand mirrors for the Ford Focus. Other added part numbers include grilles/GOR-GOPs, fascias, exterior lighting, mirrors and a steel bumper.

"The program improves with additional product and features each year," said George Gilbert, Truckload Program manager for FCSD. "The feedback from our dealers, repairers and insurers enables us to continually help reduce repair cycle time and lower overall collision repair costs."

All of the 53 parts added to the program are offered at reduced list prices with the average cost reduction ranging from 10.3 percent to 19.4 percent. At the top end of that range, 14 mirrors feature a reduced list price averaging 19.4 percent, followed by eight fascias averaging 18.6 percent off. Also, 20 exterior lighting part numbers are reduced an average of 16.7 percent, one steel bumper is lowered by 10.6 percent, and 10 grilles/radiator supports reduced by 10.3 percent on average.

The list price reductions, in combination with reduced packaging costs, are passed on to all collision repair shops that purchase the high-volume truckload parts through participating Ford, Lincoln and Mercury dealers.

For more information on the Truckload Program or its offerings, contact your local Ford, Lincoln and Mercury collision parts wholesaling dealer or the Ford Collision Parts Hotline at cphelp@ford.com

The following charts detail the part numbers added to the program:

April 1, 2007 Additions to Collision Truckload Program

Grilles/Radiator Supports	Year	Model	Part Description
1L2Z 8190 BACP	05	Explorer/Mountaineer	Radiator Grille Opening Panel
YW3Z 8190 AACP	00-02	Grand Marquis	Radiator Grille Opening Panel
1L3Z 8200 ACACP	97-99	F-Series < 8500 GVW	Grille Assembly-Radiator
XL1Z 8200 DAACP	99-02	Expedition	Grille Assembly-Radiator-Eddie Bauer
XR3Z 8200 AACP	01-04	Mustang	Grille Assembly-Radiator, except Bullitt
YF1Z 8200 AACP	02-03	Taurus/Sable	Grille Assembly-Radiator
YL8Z 17B968 BACP	01-07	Escape/Mazda TR	Grille Assembly-Radiator
4L2Z 8A284 AACP	03-05	Explorer Sport Trac	Grille Opening Reinforcement Panel
F6TZ 8A284 ACCP	91-96	BRONCO	Grille Opening Reinforcement Panel
XF1Z 8A284 AACP	99	Taurus/Sable	Grille Opening Reinforcement Panel

Mirrors	Year	Model	Part Description
6S4Z 17683 BACP	03	Focus	Right Hand Mirror
6S4Z 17682 BACP	03	Focus	Right Hand Mirror
F81Z 17683 ABBCP	00-06	F-Series > 8500 GVW	Left Hand Mirror
F81Z 17682 AAACP	00-06	F-Series > 8500 GVW	Right Hand Mirror
6W7Z 17682 BACP	01-06	Crown Victoria	Right Hand Mirror-heated
6W7Z 17683 BACP	01-06	Crown Victoria	Left Hand Mirror- heated
F87Z 17683 SABCP	94-97	Ranger/Mazda B2000	Left Hand Mirror
F87Z 17682 SAACP	01-05	Ranger/Mazda B2000	Right Hand Mirror
YF2Z 17682 BACP	00-03	Windstar	Right Hand Mirror
YF2Z 17683 BACP	00-03	Windstar	Left Hand Mirror
F6ZZ 17682 AACP	96-98	Mustang	Right Hand Mirror
F6ZZ 17682 BACP	96-98	Mustang	Left Hand Mirror
F6AZ 17682 BACP	95-97	Crown Victoria	Left Hand Mirror- heated
F6AZ 17682 AACP	95-97	Crown Victoria	Right Hand Mirror-heated

Steel bumper	Year	Model	Part Description
1C3Z 17757 PAACP	01-05	Excursion	Front Steel Bumper

On The Inside

Anti - Theft Label Update

New Technical Service Bulletins

New Powertrain Call Center



Another ITC Win for Ford

The International Trade Commission has decided not to review an administrative law judge's initial ruling in Ford's patent infringement case against Keystone and five other non-OE parts makers and distributors. In December, the judge ruled Keystone and the others are violating the patents on seven parts for the 2004-model F-150.

The case now moves forward for full ITC consideration, with a target completion date of May 4th; if upheld, it then goes to President Bush for final approval. However, Keystone has announced it will appeal.

Keystone & LKQ Earnings Up

Keystone Automotive Industries reports its fiscal third-quarter net income increased 32.1 percent versus last year, to \$9.4, while net sales jumped 12.7 percent, to \$185.3 million. Key contributors include a 15.9 percent increase in automotive body parts sales and same-store sales growth of 11.4 percent.

Meanwhile, LKQ says its fiscal-2006 net income of \$44.4 million is 43.7 percent higher than prior year, on revenue of \$789.4 million. Its consolidated aftermarket crash parts and wheel refurbishing revenue was \$192.5 million.

Ford Expands ROE

Ford's Recovered Original Equipment Collision Parts program now includes a limited number of dealers from around the country. The program makes available, through electronic estimating systems, slightly blemished and excess service parts that still meet Ford standards for structural and dimensional integrity, and functionality. The parts are branded as "Recovered," which places them into non-OEM categories in the estimating systems, and are priced more competitively. A full national introduction of the ROE program is planned, but the timeframe has not been announced.

American Family Loses Non-OE Parts Case

A jury in Kansas City has decided in favor of the plaintiffs and handed down a \$17.4 million verdict in a class-action lawsuit against American Family Insurance for its use of non-OE crash parts. The plaintiffs contended that AFI's use of aftermarket parts did not satisfy the like kind and quality requirement in its policy.

About 315,000 Missouri residents who had repairs made between 1990 and 2004 are covered by the suit. The case was originally certified as a national class-action case in 2001, but the state Supreme Court reduced it to state residents only in 2003. AFI plans to appeal the verdict.

New Lighting Supplier for CAPA

CAPA has added Taiwan-based Great BestCam to its list of certified lighting suppliers. The company specializes in plastic parts, but recently began making fog lamps.

TRUCKLOAD PROGRAM ADDS 53 NEW PARTS

Continued from Page 1

Fascias	Year	Model	Part Description
YL8Z 17K835 EABCP	05	Escape/Mazda TR	Rear Fascia
1L2Z 17K835 XBCP	02-06	Explorer/Mountaineer	Rear Fascia
2L1Z 17K835 PTMCP	03-04	Expedition	Rear Fascia
3F2Z 17K835 SAACP	04-07	Windstar	Rear Fascia
3W1Z 17K835 FACP	02-06	Town Car	Rear Fascia
YL8Z 17D957 EAACP	01-05	Escape/Mazda TR	Front Fascia
2L1Z 17D957 PTMCP	03-04	Expedition	Front Fascia
3F2Z 17D957 NAACP	04-07	Windstar	Front Fascia

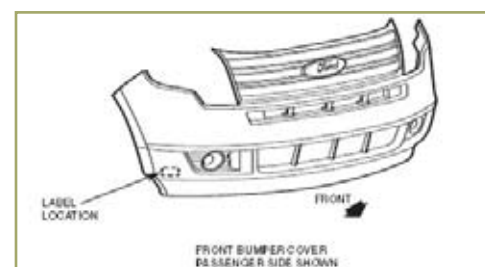
Lighting	Year	Model	Part Description
YR3Z 13008 AACP	00-04	Mustang	Right Headlamp
YR3Z 13008 BACP	00-04	Mustang	Left Headlamp
1W1Z 13008 BACP	97	Town Car	Right Headlamp
1W1Z 13008 CACP	97	Town Car	Left Headlamp
3F2Z 13008 CACP	03	Windstar	Right Headlamp
3F2Z 13008 CBCP	03	Windstar	Left Headlamp
3S4Z 13008 ACCP	03	Focus	Right Headlamp
3S4Z 13008 ADCP	03	Focus	Left Headlamp
7L3Z 13008 FACP	06-07	F150 /Lincoln Mark L	Right Headlamp
7L3Z 13008 HACP	06-07	F150 /Lincoln Mark L	Left Headlamp
1L2Z 13200 AACP	02-04	Explorer/Mountaineer	Right Parking Lamp
1L2Z 13201 AACP	02-04	Explorer/Mountaineer	Left Parking Lamp
YF4Z 13404 BACP	03-04	Taurus/Sable	Right Tail Lamp
YF4Z 13405 BACP	03-04	Taurus/Sable	Left Tail Lamp
3F2Z 13404 CACP	03	Windstar	Right Tail Lamp
3F2Z 13405 CACP	03	Windstar	Left Tail Lamp
1L3Z 15200 AACP	01-02	Expedition	Right Fog Lamp
1L3Z 15200 ABBCP	01-02	Expedition	Left Fog Lamp
F67Z 15200 AACP	01-02	F-Series < 8500 GVW	Fog Lamp
FOVY 15A201 BCP	90-95	Town Car	Left Parking Lamp

Anti-Theft Label Requirements for Replacement Parts

Certain Ford Motor Company vehicles have required identification for service replacement parts. Ford Product Development Engineering selects the production part and replacement part anti-theft target areas. The following 2007 Model Year vehicles requiring identification for service replacement parts were added to the existing list of vehicles that have been in effect since 1987:

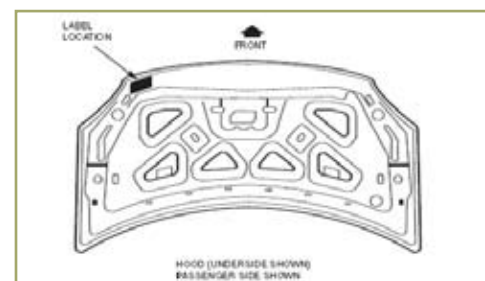
Edge	MXK
Escape	MKZ
500	Mariner
Freestar	Milan
Freestyle	Montego
Fusion	Monterey

In 1985, NHTSA published the Federal Motor Vehicle Theft Prevention Standard, 49 CFR Part 541. The purpose was to reduce motor vehicle theft by facilitating the tracing and recovery of stolen parts. The standard requires manufacturers to inscribe or attach the vehicle identification number (VIN) onto major parts of vehicles selected as high-theft car lines. An identification label must be placed on 12 (two-door models) or 14 (four-



door models) of its major component parts.

Replacement anti-theft labels cannot be ordered and must not be removed from parts at any time.

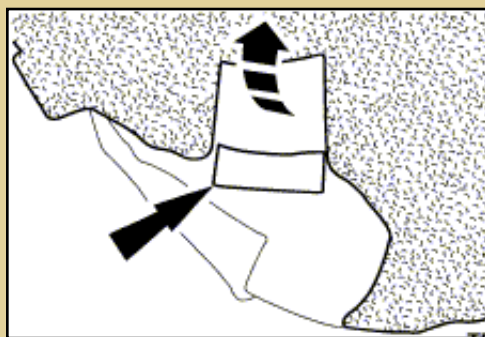


NEW TECHNICAL SERVICE BULLETINS

Ford Motor Company has released a number of new collision repair-related Technical Service Bulletins in recent months, including Mustang carpet replacement and a couple on water leaks. Here's a brief rundown:

TSB 06-26-2 – Carpet Remove and Replace

States that some 2005-07 Mustangs may require the carpet replaced for various issues. Includes carpet removal and installation procedure. Procedure allows for removal/installation of carpet without removal of heater/AC plenum, instrument panel or restraints control module.



TSB 06-26-5 – King Ranch Crew Cab Model Only – White Corrosion on Running Boards

Informs repairers that some 1999-07 F-Super Duty King Ranch Crew Cabs may exhibit white corrosion on the running boards. Includes service procedure to replace the diamond plate. Does not call for replacement of the entire running board.

TSB 06-26-6 – Paint Code Cross-Reference (Supersedes TSB 05-19-4)

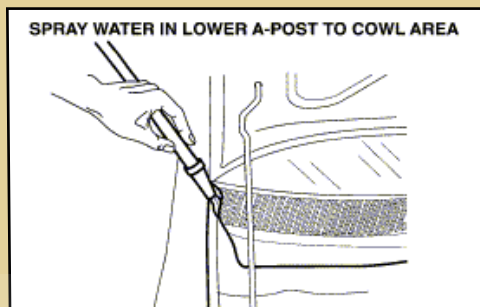
Includes charts providing all of the Navistar-International paint color code numbers cross-referenced to the Ford paint color codes, as listed on the vehicle's certification label, for 2004-2007 F-650, F-750 and 2006-07 Low Cab Forward vehicles.

TSB 06-26-8 – Restraint System – Air Bag Deployment Strategy with Advanced Restraint System (Supersedes TSB 02-17-5)

Provides repairers with information to better understand and address customer inquiries about the operation of the Advanced Restraint System equipped in 2001-02 Crown Victoria, 2002 Taurus, 2001-2002 Windstar, 2001 Lincoln Town Car, 2003 Navigator, 2001-2002 Mercury Grand Marquis and 2002 Sable. For example, the passenger air bag may deploy when the driver air bag does not deploy with normal air bag/pre-tensioner deployment strategies.

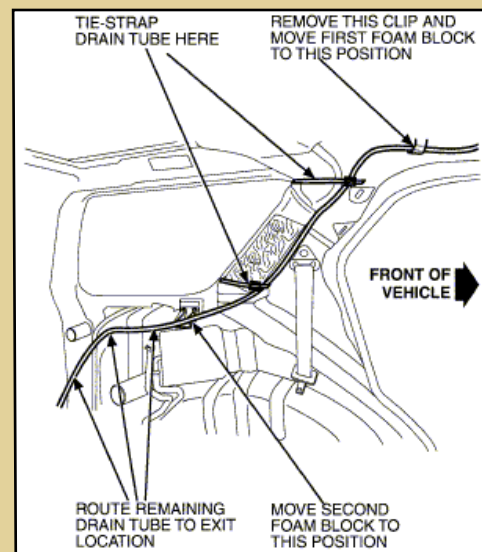
TSB 07-1-11 – Water Leaks at Front and Rear Floor Area or Coupe Rear Storage Area – Service Tips

Contains service procedure to correct a water leak in the front and rear floor area or the rear storage/spare tire well area found in some 2006-07 Focus models. Issue may be caused by sealer skips in and around the windshield, cowl area or rear storage compartment area. Procedure includes instructions on inspection and calls for resealing as necessary.



TSB 07-3-6 – Water Leak – Roof Opening Panel (Supersedes 06-15-7)

Pertains to some 2005-07 Freestyle, 2005 Five Hundred and Montego models may experience symptoms of a water leak from the moon roof. Includes inspection procedure and calls for re-routing of the drain tube.

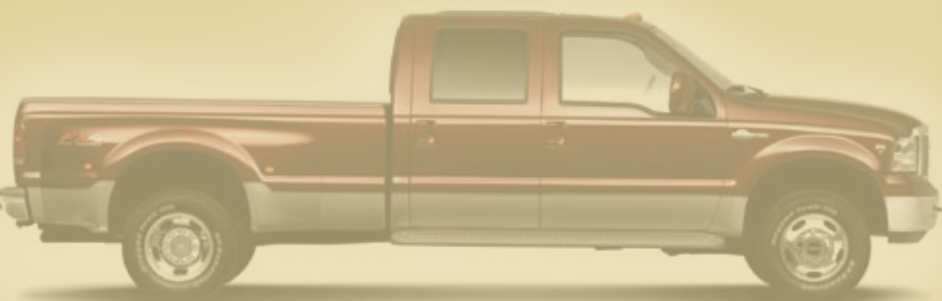
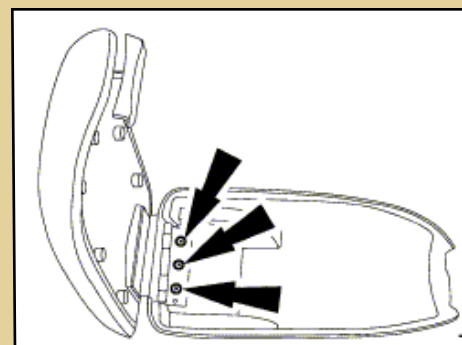


TSB 07-4-3 – Leather-Wrapped Steering Wheel – Leather Coming Loose (Supersedes 04-24-3)

Various Ford, Lincoln and Mercury models equipped with leather-wrapped steering wheels may exhibit the leather coming loose from the spoke area. Service procedure instructs repairers to apply Motorcraft Instant Gel Adhesive to re-adhere the loose leather to the wheel spoke.

TSB 07-6-4 – Center Console Arm Rest Pivot Loose

Alerts repairers that on some 2006-07 Focus models equipped with a folding center armrest, the armrest is coming loose at its pivot area. The console pivot pin cap nut coming off may cause this. In lieu of replacing center console armrest, the service procedure instructs repairers to replace the pivot pin and cap nut with the parts contained in a Hinge Pin Kit.



INSIDE THE INDUSTRY

Meanwhile, CAPA's weekly decertified parts update has included some lighting for the first time recently. A headlamp for both the Chevrolet Blazer and S-10 Pickup, and two for the Jeep Grand Cherokee – both made by TYC – were cited in the Dec. 28th and Feb. 23rd reports respectively.

State Farm to Give Record Payback

State Farm will distribute a record \$1.25 billion in dividends to policyholders in the U.S. and Canada, after posting 2006 after-tax net income of \$5.3 billion, an increase of about \$3.5 billion over the previous year.

The insurer's auto business alone recorded a \$945 million underwriting gain, an increase of 61 percent increase from the previous year. A catastrophe loss reduction of \$4.1 billion and better-than-expected auto results contributed significantly to the overall number. Dividends are expected to average about \$35 per vehicle for policyholders.

JD Power Collision Repair Survey

J.D. Power and Associates' 2006 Collision Repair Satisfaction Study finds that nearly 20 percent of customers consider switching insurers after completing the collision claims process. When asked to identify the most important factor to customer satisfaction with the repair experience, 62 percent cited the claims/estimation process, 36 percent identified the body shop and 2 percent said the rental car.

The study also finds that seven percent of drivers do not file a claim after a collision, and that of those, 30 percent believe that filing would cause their insurance premiums to increase. On the other hand, of those who did file a claim after a collision, 62 percent did not experience a premium increase more six months after filing.

The only major insurers to score above the industry average with regard to satisfying claimants were USAA, Amica Mutual, Erie, State Farm and MetLife.

Keystone Holds Industry Meeting

Keystone has begun seeking input from the collision repair industry. The company held its first Collision Repair Industry Customer Advisory Council meeting in January in Arizona, and says it plans to hold several additional meetings this year and in the future.

I-CAR Offers More Ford Training

I-CAR has recently added several new OEM training courses, one of which is Introduction to Ford Collision Repair. The online course is intended to give an overview of late-model Ford, Lincoln and Mercury vehicles, with topics including: construction materials, joining processes, trim removal recommendations and lighting options.

Expanded Ford Powertrain Sales Call Center Makes Powertrain Ordering Easier

Ford Customer Service Division (FCSD) has launched an expanded Ford Powertrain Sales Call Center where independent installers can order Ford and Motorcraft® new and remanufactured engines and transmissions. "We're excited about the opportunity to provide a one-stop-shopping solution to our powertrain installers," said Jeff Lombardi, FCSD powertrain product marketing manager. "With one call, our customers will get competitive price quotes and outstanding product support from a factory-trained Call Center agent," Lombardi said.

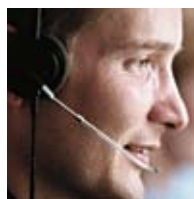
Powertrain installers can order gas and diesel engines and transmissions by calling the Ford Powertrain Sales Call Center, toll-free at 1-800-392-7946. Hours are 8 a.m. to 8 p.m., ET, Monday through Friday. According to Lombardi, this expanded Call Center capability demonstrates Ford Powertrain's commitment to delivering outstanding customer service to installers servicing Ford, Lincoln and Mercury vehicles. "We want to make

it as easy as possible for our installer customers to do business with us," said Lombardi.

The enhanced Ford Powertrain Sales Call Center is part of the Total Value Package for Ford and Motorcraft® Remanufactured powertrain assemblies – a combination of quality, value and availability that few can match. The Total Value Package includes:

- 3-year/75,000-mile limited warranty on gas engines and transmissions; 2-year unlimited mileage, limited warranty on diesel engines
- Factory technical support
- No-Risk Core Return, which provides a 100% refund regardless of damage
- Same or next-day delivery
- Competitive pricing
- Vehicle-specific part number application

When your
business reputation
is on the line,
so are we.



Announcing
the new
Powertrain
Call Center
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You can now **PURCHASE** Ford and Motorcraft® Remanufactured assemblies through the Powertrain Call Center! With one call, you'll get competitive price quotes, plus superior product-specific knowledge from a factory-trained Call Center Agent.

Get the total package!

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- Technical Support
- No Risk Core Return
100% refund, regardless of damage
- Same or Next Day Delivery
- Competitive Pricing

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Call our Powertrain Call Center today! 1-800-392-7946.

*See Dealer or call 1-800-392-7946 for limited warranty details. Ford and Motorcraft® Remanufactured diesel engines are covered by a 2-year/unlimited-mileage limited warranty covering parts and labor. Motorcraft® is a registered trademark of Ford Motor Company.



FORD POWERTRAIN THE PERFECT FIT EVERY TIME.



FORD TOPS REPAIR COSTS SURVEY

Ford and Lincoln Mercury vehicles earned a total of 10 best-in-class rankings in the National Highway Traffic Safety Administration's (NHTSA) 2007 Relative Collision Insurance Costs Report, which became available in car dealerships on March 30, 2007. With eight top picks, the Ford brand boasted the most top-ranked models of any auto manufacturer. Toyota, by comparison, only earned two top picks. Nissan, Suzuki, Hyundai, Chrysler, Audi and Saturn failed to earn any.

The report compares differences in insurance costs for different makes and models of vehicles based on damage susceptibility. The findings are based on data compiled by the Highway Loss Data Institute. Ford and Lincoln Mercury nameplates earning top rankings include the Ford F-150, Ford F-250 Super Duty, Ford Focus, Escape Hybrid, Lincoln Town Car, Mercury Grand Marquis and Mustang GT convertible. Other products, including the Mercury Milan, Lincoln Zephyr, Ford Five

Hundred, Ford Escape and Lincoln Navigator, ranked among the top three in their respective segments.

NHTSA estimates top-rated vehicles could save consumers up to 10 percent on insurance collision-coverage costs. Each year, one in eight consumers is involved in an accident that could require collision repair.



Industry Events Calendar 2007

- May 12-13** ASA-WA Northwest Automotive Industry Tradeshow (NAIT)
Puyallup, WA
www.asanait.com
- May 31-Jun. 1** International Bodyshop Industry Symposium (IBIS)
Cannes, France
www.ibisworldwide.com

- Jun. 23** Canadian Collision Industry Conference (CCIF) Quarterly Meeting
St. John's, NF Canada
www.ccif.net
- Jul. 25** Collision Industry Conference (CIC) General Meeting
Orlando, FL
www.ciclink.com
- Jul. 25-28** I-CAR 2007 International Annual Meeting
Orlando, FL
www.i-car.com
- Oct. 30** Collision Industry Conference

- (CIC) General Meeting**
Las Vegas, NV
www.ciclink.com
- Nov. 1-3** 2007 International Autobody Congress & Exposition (NACE)
Las Vegas, NV
www.naceexpo.com
- Nov. 1-3** 2007 Congress of Automotive Repair and Service (CARS)
Las Vegas, NV
www.CARSONline.org



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Ford and Lincoln Mercury Dealers are the one-stop source for all of your collision repair needs.

Not only are they a great source for technical and repair information, their Ford Motor Company Genuine Parts can help your body shop reduce cycle time, improve relationships with insurance companies and satisfy customers. So call your local Ford or Lincoln Mercury Wholesaling Dealership today for all your Genuine Parts needs.



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SHARE YOUR THOUGHTS

The purpose of *On Target* is to provide Ford, Lincoln and Mercury dealership parts departments and independent collision repair shops with the general and technical information needed to deliver efficient, high-quality repairs to Ford, Lincoln and Mercury vehicle owners. In addition, information on parts wholesaling policies and procedures and collision repair industry activities will be featured. *On Target* is scheduled for publication three times a year.

Your comments and article ideas are welcome. Contact *On Target* via fax (313)271-3055, by e-mail at cphelp@Ford.com or by sending a note to Crash Parts Headquarters, P.O. Box 490, Dearborn, MI 48121.

Additional copies of **On Target** are available through Ad Creator or at FMCDealer.com. Independent collision repair shops should contact their Ford, Lincoln or Mercury wholesaling dealer. Independent body shops can also find **On Target** for free at Motorcraft.com under technical resources/ quick guides.

On Target

Produced for Ford, Lincoln and Mercury wholesaling dealers and their collision repair customers.

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George Gilbert

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Waleed Salama Quentin Trevino



Dealer Return Address Here



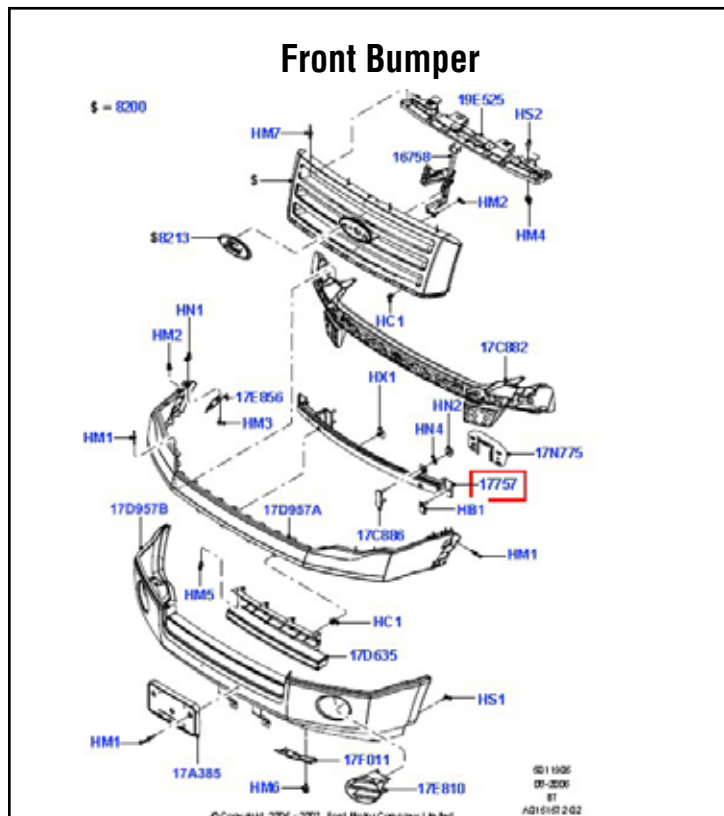
Use this form to provide us with the information necessary to make certain we deliver the right parts on time ... the first time!

The information below can be found on the certification label located on the driver's side door jamb.
If the vehicle is damaged in this area provide us with the Vehicle ID# located on the driver side front corner of the dashboard.

VEHICLE ID#	(Need all 17 Digits)				
TRIM CODE		YEAR		DAMAGE AREA (Circle)	
MLDG. CODE		MAKE		FRONT	REAR
BODY CODE		PHONE:	()	LEFT SIDE	RIGHT SIDE
CONTACT:			SHOP:	UNDERBODY	LEFT / RIGHT

2007 FORD EXPEDITION

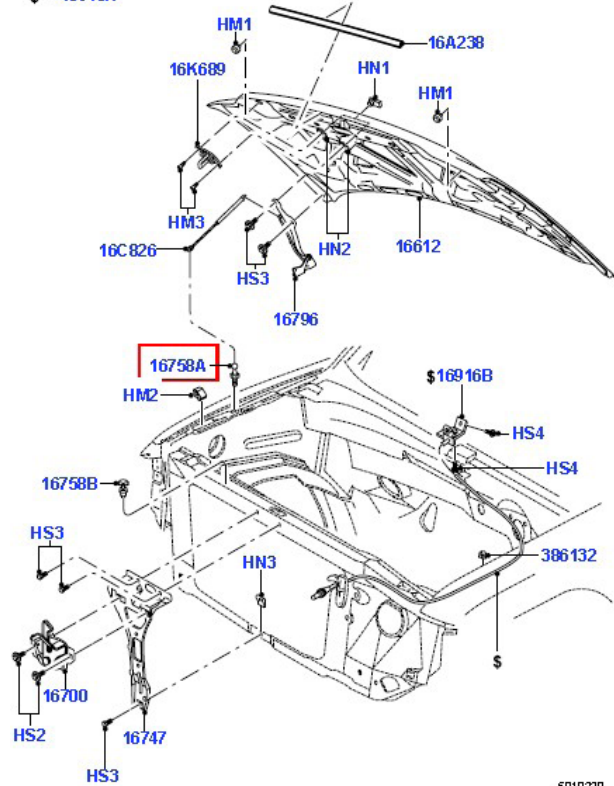
Date Ordered: **PARTS ORDER** Date Needed:

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NOTE: Refer to vehicle diagrams for part identification and numbers.

Hood

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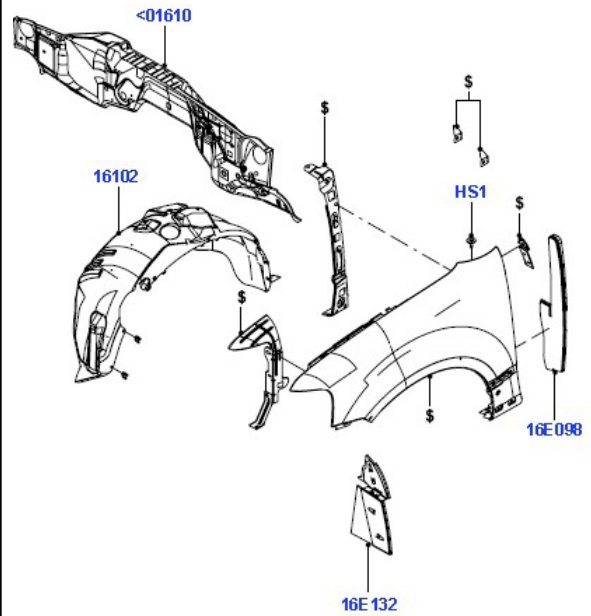


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Fender

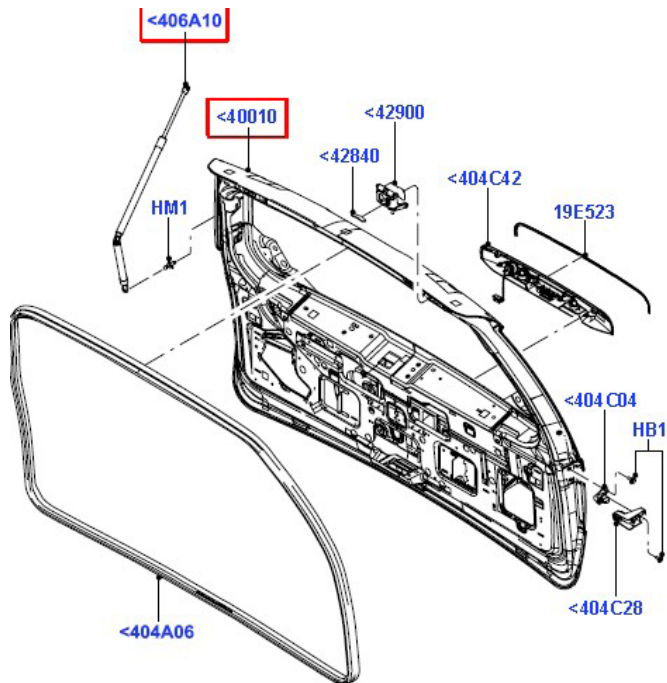
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Tailgate

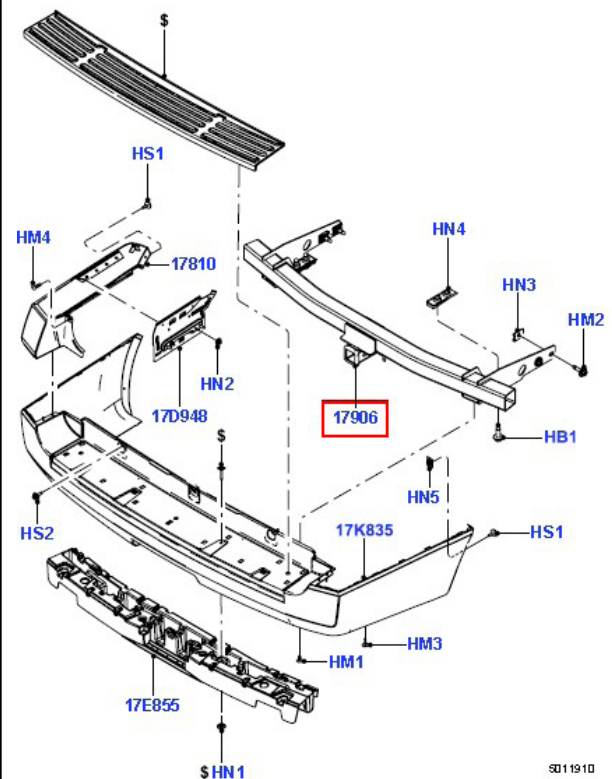


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Rear Bumper

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