

# On Target

SUMMER-FALL - 2007



**GENUINE  
PARTS**

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

## FORD COLLISION TRUCKLOAD PROGRAM ADDS 34 PARTS AND CELEBRATES A DECADE OF SERVICE

### Additions Include Parts for F-150 and Ranger

A total of 34 new parts are now available through Ford Customer Service Division's (FCSD) Collision Parts Truckload Program, including such additions as new headlamps and fascias. The new additions come as Ford continues to improve and expand the popular program, now celebrating 10 years of service.

"Each year, the program improves with additional products and features," said George Gilbert, truckload program manager for FCSD. On celebrating its 10th anniversary, Gilbert said, "For an entire decade, we have remained an integral part in assisting dealers and independent collision repairers in providing vehicle owners with the highest-quality OE parts for the best possible repair on their vehicle."

The 34 program additions arrive with a total average list-price reduction of 10 percent. Leading the way are four new mirror part numbers, which saw an average decrease of 19 percent, and 10 new exterior lighting components, which saw an average 16 percent reduction. Next up are eight new fascia part numbers, with an average price cut of 12 percent followed by two new header panel/grille opening reinforcements, down an average of 10 percent; and finally, 10 new steel bumpers saw a three percent drop in list price.

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](mailto:cphelp@ford.com).

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

Header Panels GOR-GOPs			MY	Vehicle	Part Description
F5TZ	8190	ACP	93-97	Ranger	Grille Opening Panel
8C2Z	8A284	ACP	97-07	Econoline	Radiator Support

Lighting			MY	Vehicle	Part Description
YW3Z	13008	BBCP	98-02	Grand Marquis	Right Headlamp
YW3Z	13008	CBCP	98-02	Grand Marquis	Left Headlamp
4L8Z	13008	AACP	01-04	Escape	Right Headlamp
4L8Z	13008	ABCP	01-04	Escape	Left Headlamp
2W4Z	13404	ABCP	02-02	Lincoln LS	Right Tail Lamp
2W4Z	13405	ABCP	02-02	Lincoln LS	Left Tail Lamp
F5VY	13404	ACP	95-97	Town Car	Right Tail Lamp
F5VY	13405	ACP	95-97	Town Car	Left Tail Lamp
6F2Z	13404	AACP	05-07	Freestar/Monterey	Left Tail Lamp
6F2Z	13405	AACP	05-07	Freestar/Monterey	Right Tail Lamp

Mirrors			MY	Vehicle	Part Description
3C3Z	17682	DABCP	02-07	F-Series	Mirror RH Telescopic
3C3Z	17683	DABCP	02-07	F-Series	Mirror LH Telescopic
6F1Z	17682	AACP	05-07	Taurus/Sable	Right Mirror; power
6F1Z	17683	ACP	05-07	Taurus/Sable	Left Mirror; power

Steel Bumpers			MY	Vehicle	Part Description
1L5Z	17757	BACP	01-05	Ranger	Front Bumper
1L5Z	17757	CACP	04-05	Ranger	Front Bumper
1L5Z	17757	HACP	01-07	Ranger	Front Bumper
4L3Z	17757	JACP	04-05	Ranger	Front Bumper
2W4Z	17757	AACP	04-06	F-150/Lincoln Mark LT	Front Bumper
2W4Z	17757	BACP	04-06	F-150/Lincoln Mark LT	Front Bumper
F5VY	17757	FACP	04-06	F-150/Lincoln Mark LT	Front Bumper
F5VY	17906	HACP	00-05	Ranger	Front Bumper
6F2Z	17906	ABCP	04-07	F-150/Lincoln Mark LT	Front Bumper
6F2Z	17906	DACP	04-07	Ranger	Front Bumper

### On The Inside

- Super Duty Pickup Boxes/Cabs
- New Technical Service Bulletins
- New Official Ford Position Statement on Salvage Airbags
- Updated Frame – Sectioning Kit Offerings



(Continued on page 4)

## INSIDE THE INDUSTRY

### LKQ to Buy Keystone

LKQ Corporation, the nation's largest salvage parts distributor, has reached an agreement to acquire Keystone Automotive Industries, the top distributor of new aftermarket crash parts. The deal, worth \$811 million, will combine the only two national distributors of new, aftermarket crash parts.

If approved (Keystone shareholders were scheduled to vote on the merger October 10th), the \$811 million deal will forge a company that will reportedly control about 30% of all aftermarket crash parts sales.

The two companies combined posted sales of \$1.55 billion, according to their most recent fiscal-year results, and operate more than 260 distribution centers throughout the U.S. and Canada. Once the merger is complete, two board members from Keystone will take seats on LKQ's board, however the Keystone brand name will be retained.

### Side-Impact Crash Standard Reached

The Department of Transportation (DOT) has officially announced new requirements for side-impact crash safety. The rules, which were developed by the DOT's National Highway Traffic Safety Administration (NHTSA), requires automotive manufacturers, for the first time, to provide head protection in side-impact collisions.

Studies by NHTSA show that head-protection in side-impact crashes reduces the rate of fatality by 37%.

The new requirements begin with a phase-in scheduled for 2009.

### MQVP Shuts Down

The Manufacturer's Qualification and Validation Program has decided to file for Chapter 7 bankruptcy, effectively ending the non-OEM parts certification program after more than six years.

MQVP filed for Chapter 11 bankruptcy protection in August of last year, in the midst of an ongoing legal dispute between company president Bill Hindelang and his brother Paul. By the end of the year, however, Nationwide Insurance, the program's only major insurance participant, along with Keystone and other companies, had decided to pull out of the program.

Claims against the company's assets are due by November 12th.

### Non-OE Parts Decision Reversed

A circuit court judge has thrown out a \$17.4 million Missouri class-action verdict against American Family Insurance over its use of non-OE crash parts. In March of this year, a jury sided with the plaintiffs, ruling the insurer's use of aftermarket parts did not satisfy the like kind and quality requirement of its policy, but in June the judge overturned the decision, saying the plaintiffs did not provide enough proof that they had suffered damage.

A lawyer representing American Family called the reversal a "significant victory." The case involves about 319,000 Missouri residents whose vehicles underwent repairs between 1990 and 2004.

Continued on page 4

# CABS AND BOXES NOW AVAILABLE FOR '08 F-SERIES SUPER DUTY

## Ford Delivers New OEM Assemblies for Select Model Pickups

Ford Motor Company has now added 14 replacement pickup cab parts and 12 replacement boxes for the 2008 F-Series Super Duty Pickup. Ordering these replacement parts from your local Ford, Lincoln, and Mercury wholesaling dealer will allow you the benefits of a shorter delivery time, reduced damage to the product, reduced repair cycle time and improved overall repair quality.

In terms of rapid order fulfillment, the time it takes for an order to be placed and then filled is approximately

three to six business days. Damage is reduced due to custom cab and box packaging, which protects and insulates the assembly. Ordering the entire cab or box assembly removes the assemblage time of individual components and the prep work needed when utilizing salvage parts, thus reducing the repair cycle time, while competitive pricing and easy installation help reduce the overall repair cost.

Overall repair quality is also improved, as these new cab and box assemblies offer the same fit, finish, structural integrity, corrosion protection and dent resistance as those used in new-vehicle production.

## CABS

Part Number	Years	Cab Style	Description
8C3Z-25001B24-A	2008	Regular Cab	Automatic, w/o bench
8C3Z-25001B24-B	2008	Regular Cab	Manual, w/o bench
8C3Z-25001B24-C	2008	Regular Cab	Automatic, with bench
8C3Z-25001B24-D	2008	Regular Cab	Manual, with bench
8C3Z-26001B24-A	2008	Crew Cab	Automatic, w/o moonroof, w/o bench
8C3Z-26001B24-B	2008	Crew Cab	Automatic, with moonroof, w/o bench
8C3Z-26001B24-C	2008	Crew Cab	Manual, w/o moonroof, w/o bench
8C3Z-26001B24-D	2008	Crew Cab	Manual, with moonroof, w/o bench
8C3Z-26001B24-E	2008	Crew Cab	Automatic, w/o moonroof, with bench
8C3Z-26001B24-F	2008	Crew Cab	Automatic, with moonroof, with bench
8C3Z-26001B24-G	2008	Crew Cab	Manual, w/o moonroof, with bench
8C3Z-26001B24-H	2008	Crew Cab	Manual, with moonroof, with bench
8C3Z-28001B24-A	2008	Super Cab	Automatic
8C3Z-28001B24-B	2008	Super Cab	Manual

## BOXES

Part Number	Years	Model	Description
8C3Z-9928508-A	2008	F-Series over 8,500 GVW	6-Foot SRW Box w/ base liftgate
8C3Z-9928508-B	2008	F-Series over 8,500 GVW	8-Foot SRW Box w/ base liftgate
8C3Z-9928508-C	2008	F-Series over 8,500 GVW	6-Foot SRW Box w/ base liftgate
8C3Z-9928508-D	2008	F-Series over 8,500 GVW	8-Foot SRW Box w/ base liftgate
8C3Z-9928508-E	2008	F-Series over 8,500 GVW	6-Foot DRW Box w/ flexgate
8C3Z-9928508-F	2008	F-Series over 8,500 GVW	8-Foot DRW Box w/ flexgate
8C3Z-9928508-G	2008	F-Series over 8,500 GVW	6-Foot DRW Box w/ flexgate
8C3Z-9928508-H	2008	F-Series over 8,500 GVW	8-Foot DRW Box w/ flexgate
8C3Z-9928508-J	2008	F-Series over 8,500 GVW	6-Foot SRW Box w/ base liftgate & bed extender
8C3Z-9928508-K	2008	F-Series over 8,500 GVW	8-Foot SRW Box w/ base liftgate & bed extender
8C3Z-9928508-L	2008	F-Series over 8,500 GVW	8-Foot SRW Box w/ base liftgate & bed extender
8C3Z-9928508-M	2008	F-Series over 8,500 GVW	6-Foot SRW Box w/ base liftgate & bed extender

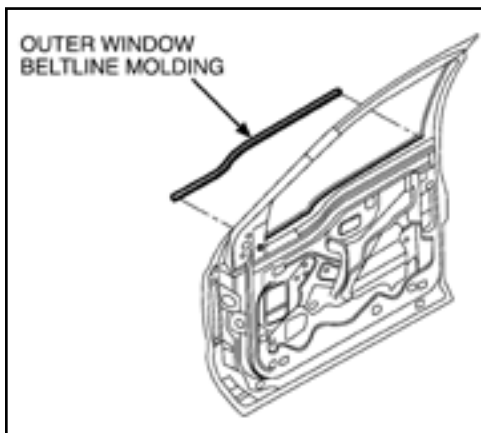


# NEW TECHNICAL SERVICE BULLETINS

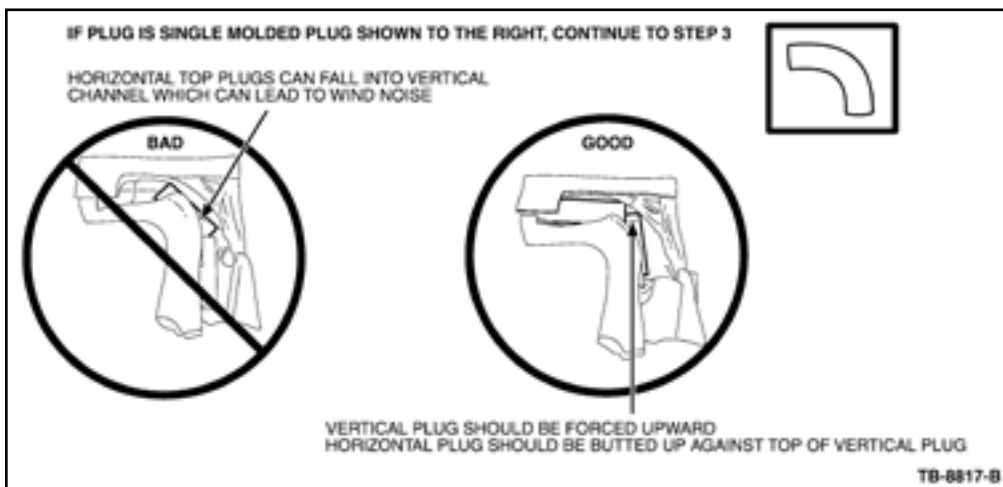
*Ford Motor Company has released a number of new Technical Service Bulletins in recent months, including a window motor replacement and one dealing with a Mustang water leak. Here's a brief rundown:*

## **TSB 07-10-5 – Scratched Front Side Door Glass due to Dirt/Debris (Supersedes TSB 06-18-2)**

Describes a warped or loose-fitting outer window molding condition that may allow for the accumulation of dirt and other debris. This condition may affect some 2003-07 Expeditions, 2005 Excursions, 2005-08 F-Super Duty and 2007 Lincoln Navigators. Procedure allows for the removal of the warped window molding and the installation of a new one.



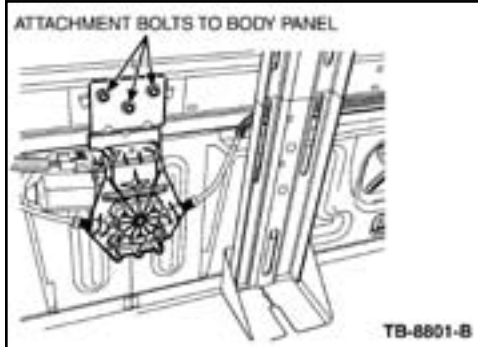
## **TSB 07-12-1 – Power Rear-Window Motor**



## **Replacement**

Educates repairers that some 2005-07 F-150 and Mark LT vehicles equipped with a power rear sliding window may require the replacement of the motor. Service procedure now indicates the removal and replacement of the motor itself, without needing to service the cable assembly, as was previously required.

## **TSB 07-12-8 – Spinning Cage Nut (Cab Off**



## **Procedure)**

Inform technicians that some 2008 F-Super Duty vehicles containing a 6.4-liter engine may display a cage nut that spins, resulting in a challenging task to remove the cab for repair. Furthermore, air tools should not be utilized, as they may worsen the condition. The mandatory use of hand tools is specified in removing the body mounting bolts.

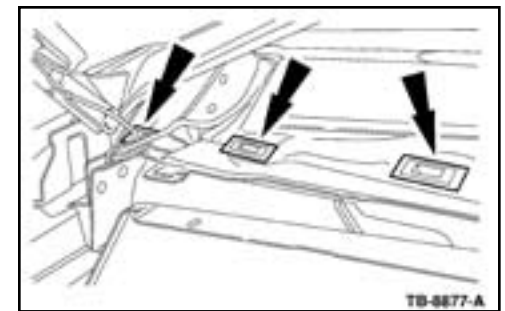
## **TSB 07-13-4 – Wind Noise (Supersedes TSB 07-8-6)**

Clarifies that some 2007 Expedition and Navigator vehicles built before 12/6/2006 may encounter wind noise near the driver and passenger doors, particularly in the B-pillar area of the door. Furthermore, it is noted that if the vehicle is built after 12/6/2006, this service bulletin does not apply.

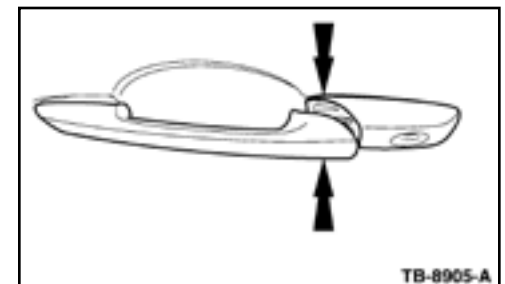
## **TSB 07-14-6 – Front Floor Water Leak**

Warns of a possible water leak in the front floor area of 2005-08 Mustangs and notes that its root cause may be challenging to discover. Possible causes include: loose grommets and/or sealer skips around the cowl area; loose A-pillar window weather stripping retainer; misaligned body harness grommet through the firewall; or a misaligned body harness grommet from the passenger door. The procedure illustrates the use of a garden hose equipped with a showerhead to run water over the car, while an assistant checks for leaks from inside the car.

## **TSB 07-16-7 – Exterior Door Handle**



Advises repairers on how to address some 2005-08 Mustangs that may present an exterior door handle that is not flush while in the closed position, resulting in a loose handle, rattle noise, a difficult-to-open door or a door that self-locks while attempting to open with the exterior handle. The procedure includes steps on how to reverse the problem, which is caused by pre-loading/biasing the exterior door handle actuating rod, the front door latch, or both.





# FORD ISSUES POSITION STATEMENT ON SALVAGE AIRBAGS

Responding to industry questions pertaining to the use of salvage, used and reconditioned airbags, Ford Motor Company has released the following position statement:

DEARBORN, Mich., August 15, 2007 – The use of salvage, used or reconditioned airbag modules or airbag system components to repair collision damage to vehicles raises serious concerns about safety, quality, warranty and liability.

Ford Motor Company is confident about the performance of the airbag modules and airbag system components it designs and installs in its vehicles. However, Ford cannot be confident about the performance of salvage, used or reconditioned airbag modules or airbag system components.

For these reasons, Ford Motor Company recommends use of only new replacement airbag modules and airbag system components provided by Ford Motor Company through its authorized collision parts wholesaling dealers. Use of any salvage, used or reconditioned replacement airbag module or airbag system component not recommended by Ford Motor Company can affect the safety characteristics of the vehicle, and could result in an increased risk of personal injury and death.

Many factors may influence the integrity of salvage, used, or reconditioned airbag modules or airbag system components, such as weathering, removal processes, and reconditioning techniques. In addition, airbag modules and airbag system components are designed for specific vehicles, with changes occurring even within specific vehicle models

to accommodate technological advancements. It is possible for a salvage, used or reconditioned airbag module or airbag system component to fit into an inappropriate vehicle, thereby jeopardizing the integrity of the passive restraint system.

Salvage, used and reconditioned airbag modules and airbag system components are not covered by Ford Motor Company's new vehicle service warranty, or any variety of the Ford Extended Service Plan. In addition, any damage to or failure of a Ford part caused by the installation or improper performance of a salvage, used or reconditioned airbag module or airbag system component is not covered by Ford Motor Company's new vehicle service warranty, or any variety of the Ford Extended Service Plan.

However, the use of a salvage, used or reconditioned airbag module or airbag system component for collision repair does not, in itself, void Ford Motor Company's new vehicle service warranty, or any variety of the Ford Extended Service Plan. Warranty coverage for the rest of the vehicle, excluding the salvage, used or reconditioned airbag module or airbag system component, remains in effect.

Ford believes the interests of vehicle owners and collision repairers are best protected when genuine Ford replacement collision parts are used to repair collision damage.

For copies of all Ford collision position statements, contact the Crash Parts Hotline at [cphep@ford.com](mailto:cphep@ford.com).

## INSIDE THE INDUSTRY

Continued from page 2

### Final Approval for Ford ITC Win

Ford Motor Company has now officially won its patent infringement case against Keystone Automotive and five other aftermarket companies. The U.S. International Trade Commission originally ruled in favor of Ford on June 6th. This was then followed by a mandatory 60-day review period for the Bush Administration, which took no action, meaning the ITC ruling stands.

The decision bans the importation of seven 2004 F-150 parts until the patents expire in 14 years.

Keystone has said it will appeal the ruling to the U.S. Circuit Court of Appeals.

### Insurer Appeal Denied

Allstate has lost its appeal of a 2003 Texas law, which stops the company from expanding its network of Sterling Collision Centers beyond the 15 it owned before the law took effect.

The law prohibits additional insurer ownership of collision repair shops.

In a decision released Aug. 1st, the 5th Circuit U.S. Court of Appeals affirmed last year's original ruling that found most facets of the law are constitutional.

### Certified Recycled Airbags Introduced

A subsidiary of the Automotive Recyclers Association has recently begun marketing a new line of non-deployed OEM airbags. ARA Product Services says its ARAPro brand airbags are "inspected and checked by trained and certified technicians in accordance with ARA Airbag Protocol, the international standard for OEM non-deployed airbags."

The association is promoting the airbags to both repairers and insurers as a way to reduce totals and avoid lengthy backorders.

### Industry Mourns Loss of Crusader

March Taylor, a collision industry activist for nearly 40 years, passed away on August 26th, due to an apparent heart attack. Taylor was reportedly SCUBA diving in Hawaii when he was stricken. He was 59.

Aside from being co-owner of Auto Body Hawaii, Taylor was also an avid participant in the Collision Industry Conference as well as the Society of Collision Repair Specialists.

In remembrance, the I-CAR Education Foundation has established a fund in Taylor's memory. Though these funds will be directed to help trainees, they will not be limited only to I-CAR classes and will be controlled by a separate committee.

### Rhode Island Non-OEM Disclosure Altered

In the wake of last year's move to require an explicit written notice stating that consumers must be made aware of their entitlement to OEM parts, the state of Rhode Island has now amended that law. The modified version demands notice that car owners may require their insurers to pay for either OEM or non-OEM parts.

The revised requirement, which takes effect January 1st, still applies for a vehicles' first 30 months.

## FORD COLLISION TRUCKLOAD PROGRAM ADDS 34 PARTS AND CELEBRATES A DECADE OF SERVICE (Continued from page 1)

Fascias			MY	Vehicle	Part Description
F8RZ	17757	GACP	99-02	Cougar	Front Bumper Fascia
YL2Z	17757	AACP	00-01	Explorer	Front Bumper Fascia
1L2Z	17K835	LACP	02-06	Explorer/Mountaineer	Front Bumper Fascia
2F2Z	17K835	JACP	02-03	Windstar	Front Bumper Fascia
4L2Z	17K835	CABCP	04-05	Explorer/Mountaineer	Front Bumper Fascia
YL8Z	17D957	EABCP	01-04	Escape/Mariner	Front Bumper Fascia
1L2Z	17D957	UACP	02-05	Explorer/Mountaineer	Front Bumper Fascia
4L3Z	17D957	DACP	04-05	F-Series	Front Bumper Fascia



# FORD EXPANDS FRAME-SECTIONING KIT OFFERINGS

Front and rear frame-repair kits for 2004 and newer F-150 pickup trucks and 2006 and newer Lincoln Mark LTs are now available through Ford, Lincoln and Mercury collision part wholesaling dealers. With these additions, Ford now provides nearly 30 frame-sectioning kits for various vehicles. These new kits now allow collision repairers to replace the front one-third and rear one-third sections of wrecked frames as opposed to having to replace

the entire frame, which was the only option available to repairers before this release.

“These frame-section kits have undergone extensive trials and have been tested to meet strict Ford engineering specifications,” said Gerry Bonanni, paint and body technical engineer for Ford Customer Service Division Service Engineering Operations. “Proper installation of the kits by trained repairers using quality frame-measuring and rack

systems, and welding equipment and techniques, will ensure that repaired vehicles are returned to pre-accident condition.”

Bonanni stressed that the new kits have been specifically designed for the described sectioning procedure and that Ford does not recommend or authorize the use of used frame-section components or frame sections and/or components that have been removed from totaled vehicles.

## 2004 - 2008 F-150 Front Frame-Section Replacement Kit

### 4 X 2 Service Part Number 8L3Z-5019-A

Description	Quantity
Front Frame Stub – 4 X 2 Light Duty	1
Front Frame Stub – 4 X 2 Light Duty Instruction Sheet	1

*Note: Services all F-150 4 X 2 frames from 2004-2008, except trucks with GVW ratings exceeding 7,200 pounds or trucks with manual transmissions.*

### 4 X 4 Service Part Number 8L3Z-5019-B

Description	Quantity
Front Frame Stub – 4 X 4 Light Duty	1
Front Frame Stub – 4 X 4 Light Duty Instruction Sheet	1

*Note: Services all F-150 4 X 4 frames from 2004-2008, except trucks with GVW ratings exceeding 7,200 pounds or trucks with manual transmissions.*

### Other Service Parts Required For Front Frame-Section Replacement

Model Year of Frame Being Repaired	Description
2004 – 2006	ABS/HCU module bracket and fastener service kit (Reference part number 7L3Z-2C325-C – use latest level part)
2004 – 2005 J1	Latest level left-hand engine mount and hardware (Produced from 6-2-2003 to 11-24-2004)
2004	Latest level right-hand engine mount and hardware

## 2004 - 2008 F-150 Rear Frame-Section Replacement Kit

### Service Part Number 8L3Z-17N775-A

Description	Quantity
Rear Frame Stub – Light Duty	1
Rear Frame Stub Instruction Sheet	1

*Note: This kit services all F-150 frames from 2004-2008, except trucks with GVW ratings exceeding 7,200 pounds.*

### Other Service Parts Required For Rear Frame-Section Replacement

**(Not Included in Rear Frame-Section Replacement Kit – Sold Separately)**

Model Year of Frame Being Repaired	Description
2004 – 2008	Rear leaf spring front attachment brackets – left hand Rear leaf spring front attachment brackets – right hand
2004 – 2008 5.5'	5.5' Box attachment bracket – left hand (Early 2004 production models with frame part number 4L34-5005***A through H will require TSB 06-3-4) 5.5' Box attachment bracket – right hand (Early 2004 production models with frame part numbers 4L34-5005***A through H will require TSB 06-3-4)
2004 – 2005	Latest level rear parking brake cables and frame-attachment hardware
2004 – 2005	Latest level rear bumper, trailer tow package, and frame-attachment hardware.

# Get it right.



## From the source.

**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](mailto: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](http://FMCDealer.com). Independent collision repair shops should contact their Ford, Lincoln and Mercury wholesaling dealer. **On Target** is also available free of charge at [Motorcraft.com](http://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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Dealer Return Address Here





Dealership Information

## Crash Parts Order Form

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.

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

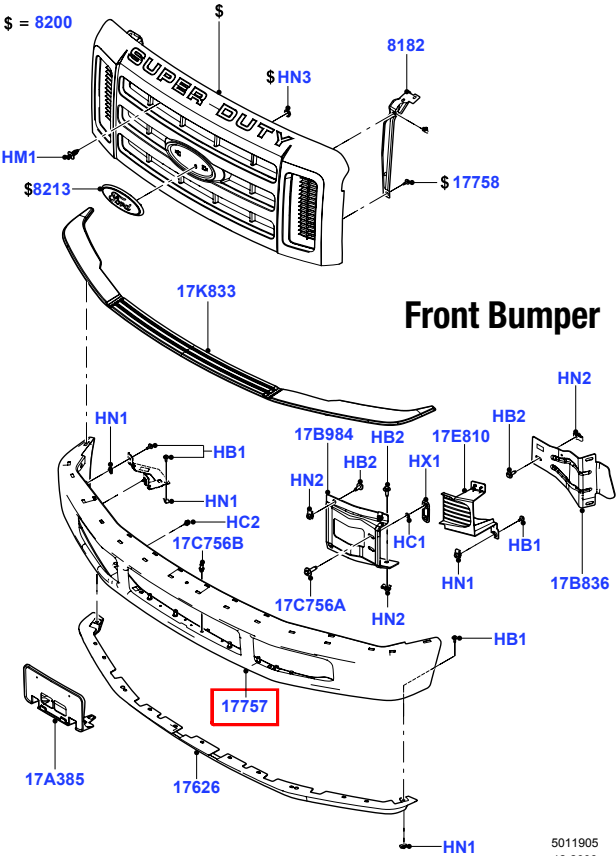
2008 FORD SUPER DUTY

Date Ordered:

### PARTS ORDER

Date Needed:

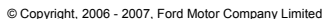
QUANTITY	PART NUMBER/PART DESCRIPTION



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



## Hood

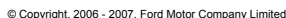


## Fender



A0165421-02

## Tailgate



## Rear Bumper



A0159228-01