



CARs ACT (Cash for Clunkers) Q&A

Subject to change based on final rules outlined by NHTSA

What is C.A.R.S. - Cars Allowance Rebate System (also known as Cash for Clunkers)?

Cash for Clunkers is a Government sponsored program to assist customers in trading in a program qualifying vehicle for a new, fuel-efficient vehicle. Customers receive a \$3,500 or \$4,500 C.A.R.S. incentive from the Government on top of all other incentives in exchange for their vehicle.

What vehicles qualify for this program?

The trade in vehicle must meet the following criteria:

- have been manufactured less than 25 years before the date you trade it in
- have a "new" combined city/highway fuel economy of 18 miles per gallon or less
- be in drivable condition
- be continuously insured and registered to the same owner for the full year preceding the trade-in

Note that for some transactions, work trucks (i.e., very large pickup trucks and cargo vans) only qualify if they are 2001MY or earlier.

How do I find out when my vehicle was manufactured?

The month and year of manufacture (e.g., 1-96 (January 1996)) appear on the safety standard certification label that is located on the frame or edge of the driver's door in most vehicles.

How do I find out if my vehicle qualifies?

Beginning Thursday June 25, customers can visit **ford.com** to find out more about the program, determine if their vehicle qualifies for the program and view Ford, Lincoln and Mercury vehicles that are eligible to receive a C.A.R.S. incentive, in addition to existing incentives that customers may qualify to receive.

There are 20 vehicles in the Ford, Lincoln and Mercury lineup that qualify for this program, with C.A.R.S. incentive of up to \$4,500 toward the purchase of a new vehicle.

Do I need to get a C.A.R.S. incentive or sign up for this program?

No. You do not need an actual voucher and you are not required to sign up or enroll in this program. Participating Ford and Lincoln Mercury dealers will apply a credit, reducing the price you pay at the time of your purchase or lease, provided the vehicle you buy or lease and the vehicle you trade in meet the program requirements. Your dealer will then obtain reimbursement from the government.

How many eligible vehicles does Ford have as part of this program?

There are 20 vehicles in the Ford, Lincoln and Mercury lineup that qualify for this program, with C.A.R.S. incentives of up to \$4,500 toward the purchase of a new vehicle.

How many C.A.R.S. incentives are available?

The government has approved funding for \$1 billion under this program and the program will end when the budget has been exhausted or by November 1 2009, **whichever comes first.**



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When will this program take effect?

The U.S. Department of Transportation has 30 days from the date the President signs the bill to finalize the complete program rules and initiate the program. Beginning Thursday June 25, customers can visit ford.com to find out the latest information about the start date for the program and other details.

Am I limited to what new vehicle I can purchase?

Yes. First, for most transactions, the EPA combined city/highway fuel economy of the vehicle you purchase must be higher (by specified amount) than that of the vehicle you are trading in. The amount of the difference that is required depends on the specific types of vehicles involved in the transaction.

Second, the manufacturers' suggested retail price for the new vehicle can not exceed \$45,000.

Third, the program requires that the new vehicle meets certain MPG requirements. Ford, Lincoln and Mercury offer 20 vehicles* that will qualify for this program.

Ford – Focus, Fusion, Taurus, Ranger, Edge, Escape, Flex, Taurus X, Transit Connect, Fusion Hybrid, Escape Hybrid

Mercury – Milan, Mariner, Milan Hybrid, Mariner Hybrid

Lincoln – MKX, MKT

In addition, F-150, Super Duty and E-Series will qualify under certain conditions if the vehicle being traded in is a truck of comparable size, as defined in the legislation.

Go to ford.com and select your current vehicle to see specific C.A.R.S. incentives you may be eligible for.

**Note not all powertrain combinations will qualify and select trim series may have an MSRP above \$45,000.*

What do consumers need to do to claim and redeem their C.A.R.S. incentive?

Participating Ford, Lincoln and Mercury dealers will be able to seamlessly handle this program for consumers. The dealer will take a customer's qualifying vehicle as a trade in and deduct the C.A.R.S. incentive amount from the purchase price of the new vehicle. The dealer will handle all of the paperwork and will apply for the C.A.R.S. incentive on the customer's behalf.

How do I trade in my old vehicle?

You must purchase your vehicle from a participating new car dealership. The C.A.R.S. incentive amount will be applied to the new vehicle purchase price rather than sent to you.

In addition to the C.A.R.S. incentive, will I get the full value of my trade-in vehicle?

No. The law requires your trade-in vehicle to be destroyed. Therefore, the value you negotiate with the dealer for your trade-in vehicle is not likely to exceed its scrap value. The law requires the dealer to disclose to you an estimate of the scrap value of your trade-in vehicle.



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How can I reserve an C.A.R.S. incentive?

This C.A.R.S. incentive program can not be reserved; they are available on a first-come, first-served basis.

How do I know what value of C.A.R.S. incentive I qualify for?

Beginning Thursday June 25, customers can visit **ford.com** to find out more about the program, determine if their vehicle qualifies for the program and view Ford, Lincoln and Mercury vehicles that are eligible to receive a C.A.R.S. incentive, in addition to existing incentives that customers may qualify to receive.

There are 20 vehicles in the Ford, Lincoln and Mercury lineup that qualify for this program, with C.A.R.S. incentives of up to \$4,500 toward the purchase of a new vehicle.

What if I want to purchase an F-150, Super Duty or Econoline?

There is a provision for current truck owners to purchase a new F-150, Super Duty or Econoline, as outlined below:

If you trade in a truck or van with a gross vehicle weight rating of 6,000 – 8,500 lbs, you can purchase an F-150 and receive \$3,500 for 1 mpg improvement for the same class of trade-in or \$4,500 for 2 mpg improvement for same class of trade in, as long as the new vehicle's combined fuel economy rating is at least 15 MPG.

If you trade in a truck or van with a with a gross vehicle weight rating of 8,500 – 10,000 lbs. that is 2001 model year or older, you can receive \$3,500 if you purchase a Super Duty or Econoline with a gross vehicle weight rating of 8,500 – 10,000 lbs.

Note not all powertrain combinations will qualify and select trim series may have an MSRP above \$45,000.

I have a truck and I cannot find its fuel economy rating. Is it an eligible trade-in vehicle?

Maybe. Large work trucks do not have an EPA fuel economy number. For these trucks, age is the only criterion for determining whether they are eligible trade-in vehicles. If you have one of these trucks, it must be from model year 2001 or earlier. The other criteria for an eligible unit must also be met in order for the vehicle to be eligible.

I just traded in my old car for a new vehicle last month. Will I get some money back?

No. The program does not apply retroactively.

How many C.A.R.S. incentives claims can I make?

The program limits the number of C.A.R.S. incentives to one per customer, including joint registered owners of a single eligible trade-in vehicle.

Can I apply more than one C.A.R.S. incentive claim to the same new vehicle sale?

No, only one C.A.R.S. incentive can be used on each sale.

Can I combine this C.A.R.S. incentive with other Manufacturer rebates or incentives?

Yes, you can use this C.A.R.S. incentive with all manufacturer rebates that you currently qualify for.



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Can I combine this with other government incentives?

Yes. You can combine this with other State and Federal incentives, such as the hybrid vehicle credit.

Where can I get more information?

Beginning Thursday, June 25, customers can visit **ford.com** to find out more about the program, determine if their vehicle qualifies for the program and view Ford, Lincoln and Mercury vehicles that are eligible to receive a C.A.R.S. incentive, in addition to existing incentives that customers may qualify to receive. In addition, the government has set up **cars.gov** as their website for additional information.

There are 20 vehicles in the Ford, Lincoln and Mercury lineup that qualify for this program, with C.A.R.S. incentives of up to \$4,500 toward the purchase of a new vehicle.

How do I know if a dealer is participating in the program?

The law requires dealers to be registered to participate in the program. The government is moving as quickly as possible to register interested dealers. As dealers are registered, the government will list them on the cars.gov website. They will continue to update this list during the life of the program. Meanwhile, you may wish to contact dealers in your area to ask whether they plan to participate in the program.

Does the program apply if I want to lease a vehicle, or must I purchase a vehicle?

Under the program, you may purchase a new vehicle or lease a new vehicle, provided the lease period for the new vehicle is at least five years.

Do I have to pay taxes on the amount of the C.A.R.S. incentive?

No, this incentive is not taxed.

Is there an income limit that disqualifies certain vehicle owners?

No, there is no income limit for this program.

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