

May 6, 2022

Dealer Bulletin



DB-67320 – Always-On Rate for Mach-E and F-150 Lightning

U.S. Ford Dealers

Always-On Rate for Mustang Mach-E and F-150 Lightning available starting on May 6, 2022



Transparent pricing available with the Always-On Rate for Standard Retail, Options and Flex Buy Contracts for the Mustang Mach-E and F-150 Lightning

Continuing to support the success of our electric vehicle lineup, Ford Credit is establishing an “Always-On Rate” for a transparent and simple pricing experience.

- 1% Flat not subject to DPW split
- Markup not available
- Personal use only

New Standard Rate Retail, Options and Flex Buy Contracts		
Up to 72 Months		Up to 73-84 Months
Tier 0-1:	4.90%	100 bps increase
Tier 2:	6.90%	
Tier 3:	8.90%	
Tier 4:	14.90%	
Tier 5:	Standard Rate	

Always-On Rate is not compatible with other tier enhancement programs or rate decrement programs.

Always-On Rate will be delivered by ERD for all eligible products except Standard Retail for the F-150 Lightning. Please contact your DSA for the Always-On Retail rate for the F-150 Lightning.

The above referenced program guidelines apply to Mach-E and F-150 Lightning sales with the exception of Low APR offers from Ford Motor Company. See [Smart Vincent](#) and [FMCC Retail Program Guide](#) for further details.

Thank you for your continued support.

Jim Spangler
Vice President
U.S. Sales Operations
Ford Motor Credit Company