

## Ford Details All-New 2018 Aluminum-Alloy Expedition/Lincoln Navigator

**Repair/design elements follow F-150 and Super Duty to make repairs more modular, saving repair time and costs**

Ford Motor Company is continuing its trend of rocking the automotive industry with the recent unveiling of the all-new 2018 Ford Expedition/Lincoln Navigator Series. Like the F-150 in 2015, and the Super Duty last year, the latest Expedition and Navigator have been completely redesigned from the ground up, and now feature all-new, high-strength, aluminum-alloy body panels and all-new, high-strength steel frames.

As it did for the new pickup trucks, Ford is again showing its commitment to collision repairers by making them aware of critical vehicle-specific information, including some repair procedures, even before the Expedition and Navigator are launched.

The Expedition/Navigator Series is very similar in design to the F-150, and, as a result, the overall repair plans are similar as well, including the ability to section the floor pan as dictated by the damage, allowing for a lot of flexibility in the repair and making it far less invasive, which ultimately saves time and money.

Another time-saving, well-received repair for the F-150 that has been carried over to the Expedition is the front apron tube. All the fasteners are now external and the instrument panel does not have



to be removed, saving anywhere from seven to eight hours on this single repair. (For more in-depth discussion of this repair, please see *On Target*, 2017, Vol.2 at [OEMIStop.com](http://OEMIStop.com).)

The fully-boxed frame is also similar to that of the F-150, incorporating a high percentage of high-strength steel, which provides increased stiffness and durability while also reducing weight.

“Like the F-150 that launched three years ago, the 2018 Expedition/Navigator series was designed with repairers in mind,” said Gerry Bonanni, senior damageability engineer for Ford Motor Company. “The high-strength aluminum alloys were chosen due to their unique ability to withstand tough customer demands.”

Thanks to the use of advanced, high-strength materials, the all-new Expedition saves up to 300 pounds from the previous model, and the engineering/design team reinvested that weight savings everywhere it counts to give customers more technology and convenience features than ever before. The result is the smartest, most capable and most adaptable Expedition ever with over 40 new features and driver-assist technologies to help make the journey as enjoyable as the destination.

These include class-exclusive enhanced active park assist to easily pull in and out of parallel parking spots, and available 360-degree camera technology to help customers see more around their Expedition for easier parking.

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## BASF Predicts Automotive Color Trends

The designers of BASF’s Coatings division in China, Japan, the United States and Germany develop up-and-coming colors for the automotive industry every year, conducting extensive research and in-depth analysis, and uncovering global trends and cultural shifts that will influence vehicle color choices three-to-five years from

now. In the future, automotive colors will be more transparent and reveal effects like mat or structured textures, and BASF’s designers intend to create new colors especially for these new automotive surfaces.

BASF’s Coatings division translated their unique, cultural findings into 65 new automotive colors—collectively dubbed *Translucid*—which they unveiled at BASF’s Automotive Color Trends for 2017–2018, held over the summer.

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# Feature Vehicle – 2017 Lincoln Continental

The Lincoln Motor Company heralds the return of its flagship vehicle—the all-new 2017 Lincoln Continental—an elegant, effortlessly powerful, serene, full-size sedan that delivers quiet luxury to the industry's most discerning customers.

Lincoln Continental offers first-class travel for clients in America and China, bringing warm, human touches and a contemporary design. It is designed to appeal to culturally progressive clients who define luxury on their own terms, craving superior quality, craftsmanship and safety.

Here are some important details on the 2017 Continental, followed by valuable repair information regarding the vehicle's fixed glass and Advanced Head-Up Display (AHUD).

## Power and Handling

- 6-speed SelectShift® automatic transmission with paddle activation
- Electric-assist parking brake
- Lincoln Drive Control featuring Continuously Controlled Damping (CCD), Electric Power-Assisted Steering (EPAS), and Active Noise Control
- Power disc brakes with Anti-Lock Brake System (ABS) and 18" front rotors with twin-piston calipers

## Driver-Assist Technology

- Adaptive steering
- Automatic on/off headlamps
- Forward and Reverse Sensing Systems
- Hill start assist
- SYNC® 3 with 8" color LCD capacitive touchscreen in center stack with swiping capability, 911 Assist®, AppLink®, Apple CarPlay™ Support, Android Auto™ and two smart-charging USB ports

## Safety and Security

- Personal Safety System™ for driver and front passenger with dual-stage front airbags, two



safety belt pretensioners, safety belt energy-management retractors, safety belt usage sensors, driver's seat position sensor, crash severity sensor, restraint control module and Front-Passenger Sensing System

- Driver's knee airbag\*
- Front-seat side airbags\*
- Glove-box-door-integrated knee airbag\*
- Side-curtain airbags\*
- AdvanceTrac® electronic stability control
- Individual Tire Pressure Monitoring System (excludes spare)
- LATCH (Lower Anchors and Tether Anchors for Children)
- MyKey®
- Perimeter alarm
- Rear-view camera
- SecuriCode™ invisible keypad
- SecuriLock® Passive Anti-Theft System
- SOS Post-Crash Alert System™
- Inflatable rear outboard safety belts

## Available Engines

- 3.7-liter Ti-VCT V6—305 hp; 280 lb.-ft. of torque
- 2.7-liter Twin-Turbo V6—335 hp; 380 lb.-ft. of torque
- 3.0-liter Twin Turbo V6—400 hp; 400 lb.-ft. of torque

## Body

- High-strength low-alloy (HSLA), dual-phase (DP) and boron steels
- Aluminum hood
- Aluminum luggage compartment lid
- Bolted, removable front fenders, hinged doors and hood
- Dent-resistant steel fenders
- Ultra-high-strength steel (UHSS) front and rear bumper beams
- Underbody components constructed of mild and high-strength steels
- Mastic spray-on material used on floor pan for sound deadening

\*Always wear your safety belt and secure children in the rear seat.

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## BASF Color Trends Predictions

Continued from page 1

Technology's encroachment on our daily lives and the desire to break away and reconnect to a more natural world and the community, with renewed emphasis on open debate and our own body, were the inspirations behind the top three North American colors.

"Our research found a cultural desire to bring nature closer to daily life and find a deeper connection to the human body for our own wellness," said Paul Czornij, head of design for BASF's Color Design Excellence Group.

The top three new colors for North America included:



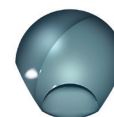
**Undercurrent Blue:** A very dark, navy blue color with a silky texture that exudes a sense of mystery and celebration of self. This color

leverages simple, in-use pigmentation technology, yet offers a sophisticated color position.

"Blue continues to gain strength as an automotive color position, and it has a calming effect and a strong correlation with natural things, which is why we selected Undercurrent Blue as our key color for this region," said Czornij.



**Abyss:** An absolute metallic-black that is almost devoid of color, absorbing visible hues. It's a dark color that shows its texture only under certain angles.



**Cabochon:** An unsaturated turquoise blue, with a smooth, futuristic texture. Named after an uncut but highly polished stone, it's intended to celebrate nature but underscore the importance of human interaction.

More in-depth technical and repair-related material as it relates to BASF's new colors—including an interview with BASF's Paul Czornij—is planned for future editions of *On Target*.

**BASF**  
We create chemistry

## 2017 Lincoln Continental: Fixed Glass (Part 1)

Continued from page 2

As part of our ongoing effort to help repairers make the proper repair the first time, we're presenting repairs straight from the official Ford Workshop Manual. This time we look at the removal and installation of fixed glass (Base Part Number 29700) for the 2017 Lincoln Continental.

Please note that the following illustrations are intended as a general guideline and are not all-inclusive. For more in-depth repair information on this and other Lincoln and Ford vehicles, consult the Ford Workshop Manual, which can be found at [Motorcraftservice.com](http://Motorcraftservice.com).

### Special Tools / Equipment / Materials

- Power caulk gun
- Power fixed-glass removal tool
- Cold knife
- Knife
- Vacuum cleaner
- Sika® Sika Tack® MACH 60
- Sika® Sika Tack® MACH 30
- Dow® BETASEAL™ Express
- Sika® Tach ASAP Urethane Adhesive
- Motorcraft® Ultra-Clear Spray Glass Cleaner SC-23 (Specification ESR-M14P5-A)
- Sika Tack® Move.IT
- Sika® Aktivator PRO
- Dow® BETAPRIME™ 5504G
- Sika® Primer-207

NOTE: Some interior/exterior trim and/or components may require removal based on the tools and removal method used. In some instances, repair methods may be combined to achieve the best results.

NOTE: For more details, including vehicles equipped with RIM encapsulated glass, consult the Ford Workshop Manual, Section 501-11: Glass, Frames and Mechanisms, General Procedures.

1. Choose the best repair method for the type of glass being replaced, and remove the fixed glass and discard.
  - **Cold Knife Method** to cut the urethane from the outside of a vehicle provided the blade can reach the urethane bead.
  - **Power Tool Method** uses various power tools from inside the vehicle using a cutting or paddle-type blade.
  - **Piano Wire Method** uses piano wire to cut the urethane from inside and outside a vehicle with the help of an assistant.
2. If utilizing the cold-knife method, apply tape to protect the perimeter of the window opening from paint damage. Multiple layers of tape may be required.

NOTICE: New fixed glass must be installed within two hours of cutting the urethane adhesive. Cut or scraped urethane becomes oxidized and inactive beyond two hours, reducing the effectiveness of the repair bond.

NOTICE: To avoid rust formation, use extreme care not to scratch the paint or primer, or damage the pinch weld during glass removal.

NOTICE: Take precautions to prevent damage to other components when cutting urethane.

NOTE: Fixed glass may have locating pins that vary in location. It may be necessary to cut these pins with a utility knife.

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## Aluminum-Alloy Expedition/Lincoln Navigator Series

Continued from page 1

"When Expedition was introduced 20 years ago, it set the standard for active families who simply needed a big and strong SUV to take them places," said Joe Hinrichs, Ford president of The Americas. "Today's families want even more smart technology to help them cover more ground safely, more efficiently and more comfortably—all while staying connected to friends and family."

Powered by a 3.5-liter EcoBoost® engine with standard Auto Start-Stop plus a class-exclusive new 10-speed automatic transmission, the all-new Expedition also boasts a newly available electronic limited-slip differential on models with Intelligent 4WD, which enables improved off-road capability by sending power where it's needed.

Even the drive is more adaptable, with Expedition's all-new Terrain Management System™, which lets customers choose between drive modes for optimal vehicle handling in different conditions. This includes "normal" for around-town driving; "sport" for more spirited trips; "tow/haul" for improved towing and hauling performance; "eco" for enhanced fuel economy; "grass/gravel/snow" for loose terrain; "sand" for low traction situations; and "mud/rut" for uneven surfaces.

More information on the new Expedition and Navigator will soon be available on [Motorcraftservice.com](http://Motorcraftservice.com), and additional repair-specific material is also planned for future editions of *On Target*.

## Truckload Program Refreshes Offerings During 20th Anniversary

On the eve of its 20th anniversary, and showing no signs of slowing down, Ford Customer Service Division (FCSD) has updated its Collision Parts Truckload Program with the addition of 46 new parts. The program debuted in November 1997 with 41 fascias but has growing steadily over the years.

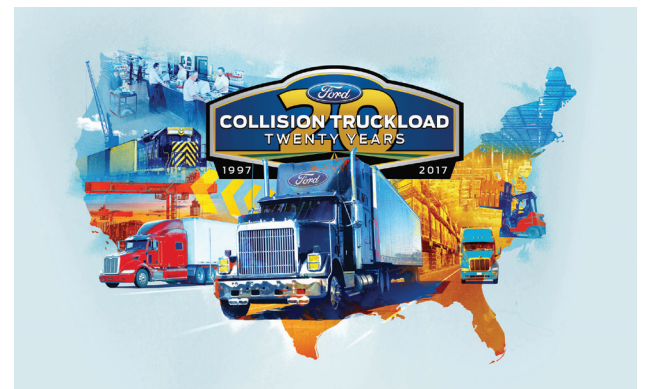
"To have an OE parts program last two decades is a monumental achievement," said Lisa Fournier, FCSD collision product team manager. "It has consistently delivered the right parts at the right prices and is fully supported by our dealers, large and small. We're immensely proud of the program and its longevity and look forward to continuing to provide repairers and insurers—and ultimately, Ford vehicle owners—the high-quality genuine Ford replacement parts they want and expect."

The 46 additions include: Twenty exterior lighting parts; seven grilles/GORs/GOPs; six mirrors; five fascias; four valances; two isolators; one step pad; and one step bumper.

By offering Ford and Lincoln wholesaling dealers—the exclusive distributors of genuine Ford collision replacement parts—competitive prices on bulk purchases of high-volume collision parts, the Truckload Program has allowed them to compete more effectively against non-OEM copy parts and other parts specified by insurance customers. FCSD continually evaluates and updates the parts on the program to keep the most in-demand parts competitively priced.

The program covers over a dozen replacement part types, including bumper fascias, steel bumpers, bumper bars, exterior lighting, mirrors, brackets, wheels, header panels, grilles/GORs/GOPs, isolators/impact pads/shafts, bumper extensions, step bumpers and valances.

For more information on FCSD's Collision Parts Truckload Program, or for a list of the 700+ parts currently available, contact your local Ford or Lincoln collision parts wholesaling dealer or the Ford Crash Parts Hotline at: [cphehelp@fordcrashparts.com](mailto:cphehelp@fordcrashparts.com).



# 2017 Lincoln Continental: Fixed Glass (Part 1)

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**WARNING: Repair any corrosion found on the pinch weld. The pinch weld is a structural component of the vehicle. Corrosion left unrepaired may reduce the structural integrity of the vehicle. Failure to follow this instruction may result in serious injury to the vehicle occupants.**

NOTE: Avoid scratching the pinch weld. Repair all minor scratches and exposed metal on the pinch weld following manufacturer's instructions on the product being used. Use the same brand primer and urethane adhesive (except for RIM encapsulated rear window glass on vehicles without panoramic roof).

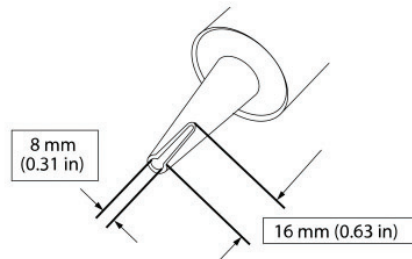
NOTE: Do not touch the adhesive surface as it impairs re-bonding; make sure the mating surfaces are clean and free of foreign material.

NOTE: If replacing windshield glass equipped with Advanced Head-Up Display (AHUD) and/or a camera bracket, it must have locating pins and spacers to ensure correct alignment. Do not use a replacement windshield glass without locating pins and spacers.

3. Prep the pinch weld area to install the new fixed glass.
  - Trim the original urethane adhesive using a utility knife, leaving a 1 mm to 2 mm (0.04 in. to 0.08 in.) base on the pinch weld.
  - Remove any foreign material or dirt from the pinch weld using a soft brush or vacuum.
4. If the paint layer was damaged on the pinch weld extending into bare metal, apply a primer to those areas only, using Sika® Aktivator PRO, Dow® BETAPRIME™ 5504G and Sika® Primer-207.

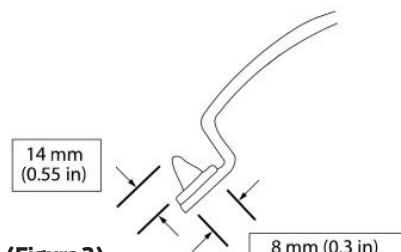
NOTE: Minimize applying primer over areas with remaining urethane adhesive and observe a minimum flash time of 10 minutes.

5. Clean the inside of the new fixed glass, using Motorcraft® Ultra-Clear Spray Glass Cleaner SC-23 (Specification ESR-MI4P5-A).
6. Apply primer according to the manufacturer's specifications to the new fixed glass, allowing 10 minutes to dry (using Sika® Aktivator PRO, Dow® BETAPRIME™ 5504G and Sika® Primer-207).
7. Cut the urethane adhesive (Sika® Sika Tack® MACH 60, Sika® Sika Tack® MACH 30, Dow® BETASEAL™ Express and Sika® Tach ASAP Urethane Adhesive) applicator tip to specification and apply a uniform bead. **(Figure 1)**



**(Figure 1)**

- Start and end at the original overlap points to prevent air and water leaks; maintaining a uniform bead also prevents air and water leaks.
- Apply the bead at a height of 14 mm (0.551 in.) and a width of 8 mm (0.314 in.) on top of the existing trimmed urethane bead on the pinch weld. **(Figure 2)**



**(Figure 2)**

- Make sure there are no gaps in the bead.

NOTE: The fixed glass must be installed within 10 minutes of applying the urethane adhesive. Using a power caulk gun will apply the adhesive with less effort and in a continuous bead.

NOTICE: The door windows must be left open during the adhesive curing time to prevent pressure from compromising the urethane adhesive bond.

**WARNING: Do not drive the vehicle until the urethane adhesive seal has cured. Follow the manufacturer's curing directions. Inadequate or incorrect curing will adversely affect glass retention and may result in serious injury to vehicle occupants.**

NOTE: If equipped, the adhesive strip backings must be removed from the A-pillar moldings before installing the new fixed glass.

NOTE: If equipped with Advanced Head-Up Display, make sure the gap from the windshield to the A-pillar is 2.5 mm (0.098 in.) to a maximum of 5.5 mm (0.216 in.) on each side.

8. Install the new fixed glass, pressing firmly by hand to ensure a good bond. Secure it into correct position with tape until the urethane has cured. If necessary, remove excess urethane from all interior/exterior surfaces.
9. Re-install any removed components as needed.
10. If equipped, carry out Image Processing Module A (IPMA) camera alignment, referring to Section 419-07: Lane Keeping System.
11. If equipped with Advanced Head-Up Display, carry out AHUD Module calibration, referring to Section 419-03B: Collision Warning and Collision Avoidance System, General Procedures.

On Target plans to include more repair information specific to AHUD calibration in future issues. For additional questions, contact Ford Senior Damageability Engineer Gerry Bonanni at (313) 317-9000 or the Ford Crash Parts Hotline: [cphepf@fordcrashparts.com](mailto:cphepf@fordcrashparts.com).

## INSIDE THE INDUSTRY

### CIF Aids Hurricane Victims

The Collision Industry Foundation is calling on everyone in the collision repair community to help in its efforts to aid collision repair professionals affected by Hurricanes Harvey and Irma. The CIF says all donations will be used for emergency living and/or tool replacement expenses for those devastated by the recent storms. To donate to the CIF Disaster Relief Fund, or apply for assistance, visit the Foundation's website at [Collision Industry Foundation](http://CollisionIndustryFoundation.com).

### Collision-Avoidance Systems Working

A new study finds two collision-avoidance features increasingly common on newer vehicles are reducing the number of vehicle collisions. The

Insurance Institute for Highway Safety reports lane departure warning systems cut rates of single-vehicle, sideswipe and head-on crashes by 11 percent among vehicles so equipped, while reducing the number of injury crashes of the same types by 21 percent. At the same time, the rate of all lane-change crashes dropped by 14 percent amongst those vehicles using blind spot detection systems, while crashes with injuries fell 23 percent.

### NACE Automechanika Debuts

NACE Automechanika says it welcomed 7,700 attendees and 360 suppliers to its inaugural event, held in late July in Chicago. The show is a new alliance between the long-running NACE collision show and the fledgling Automechanika Chicago, which held its first show in 2015. Next year's event is scheduled for August 8 – 10 in Atlanta, and more information is available at [NACE Automechanika](http://NACEAutomechanika.com).

### CREF Event Raises \$120k

The Collision Repair Education Foundation says this summer's annual fundraiser was another success, raising \$120,000 for its support of scholarships and grants for collision repair schools and students. The golf event, which took place during NACE Automechanika week in Chicago, was co-hosted by PPG.

### More Aluminum on the Way

A new report predicts the total amount of aluminum used per vehicle will jump 42 percent over the next decade vs. where it stood in 2015. Ducker Worldwide, which says it surveyed automakers for its report, expects aluminum will represent 16 percent of the average vehicle's total weight by the year 2028, and that by 2020, 25 percent of the doors, 71 percent of the hoods and 54 percent of the bumper beams will be made with the lighter-weight material.

# Ford Announces New 2018 Expedition and Navigator Aluminum Body Repair Online Training Course

With the pending launch of the new aluminum-body 2018 Ford Expedition and Lincoln Navigator full-size SUVs, Ford has developed a new online training course for its dealer technicians. As a long-term Ford partner, I-CAR® will offer this course to the industry in both the U.S. and Canada during the fourth quarter of 2017.

The one-hour online course provides technicians an overview of the Expedition and Navigator, and their collision repair procedures, with a focus on the repair and/or replacement procedures for exterior panels and frame components.

The goal of the 2018 Expedition and Navigator Aluminum Body Repair Course (FO007E01) is to give Ford- and Lincoln-trained body technicians the information needed to repair these all-aluminum vehicles. The course will enable them to:

- List the new features on the aluminum-body Ford Expedition and Lincoln Navigator as compared to the aluminum Ford F-150 pickup.

- Explain Ford's repair procedures for the aluminum body on the Ford Expedition and Lincoln Navigator.
- Identify the proper tools and materials required for aluminum body repairs.
- Locate the required service information and service procedures for the aluminum repairs.

## Course outline

### • Course Introduction

- **Lesson 1:** New Ford Expedition and Lincoln Navigator – vehicle features, advantages, construction and ADAS
- **Lesson 2:** Aluminum Repair Procedures – location of information, repair procedures and sectioning guidelines
- **Lesson 3:** Specific Aluminum Repair Procedures – technical review of certain procedures and techniques
- **Lesson 4:** Aluminum Body Components: Service Considerations

- **Lesson 5:** High-Strength Steel Frame: Service Considerations

### • Conclusion

Prior completion of I-CAR's 2015 Ford F-150 Structural Repair Training Course (FOR06) and I-CAR's Aluminum GMA (MIG) Welding Course (WCA03) are highly recommended for technicians who want to take the 2018 Expedition and Navigator Aluminum Body Repair Course.

Ford also recommends these I-CAR courses: Aluminum Intensive Vehicle Repairs (ALI01) and Welded and Adhesively Bonded Panel Replacement (EXT02).

Visit [i-car.com](http://i-car.com) to register for the recommended courses or obtain additional information.



## CHIEF Updates F-150 Holding Kit for 2018 Ford Expedition/Lincoln Navigator

Ford has approved Chief's new Ford Aluminum Truck/SUV Structural Holding Package for use when repairing the all-new 2018 Ford Expedition and 2018 Lincoln Navigator SUVs. The new package is an expansion of Chief's current F-150 Holding Kit.

Like the F-150, the new Ford Expedition and Lincoln Navigator feature a high-strength, military-grade, aluminum-alloy body on a high-strength steel frame, and properly holding the vehicle to the frame rack during collision repair is crucial. The Chief package includes more than 50 components that can



be combined in a variety of ways to secure a vehicle to the frame rack at a wide range of holding points. The entire contents of the Structural Holding Package come neatly arranged on a rolling tool board to keep everything organized and easy to move.

To accommodate the larger passenger compartments of the new SUVs, the expanded package includes an additional pair of rigid pad mounts and hardware. During repairs, the Chief

rigid pad mounts spread pressure out over a larger area of the passenger compartment, reducing the chance of causing additional damage during the repair.

Shops that already have the Chief F-150 Holding Kit can update to the Ford Aluminum Truck/SUV Structural Holding Package by simply purchasing two additional rigid pad mounts with hardware.

"Shops presently repairing the Ford F-150 using our holding package don't have to purchase a whole new structural holding package to work on the new Ford Expedition or Lincoln Navigator," explains Richard Perry, OEM and strategic account sales manager for Chief. "It's very economical for them to add a pair of rigid pad mounts to their F-150 structural holding package, for a total of eight, and they're ready to repair the Expedition and the Navigator. And since the SUVs have the same body style as the F-150, previously trained technicians can get to work making collision repairs with no additional training."

The new Chief Ford Aluminum Truck/SUV Structural Holding Package is priced the same as the F-150 Holding Kit, so customers get the additional rigid pad mounts at no additional cost.

The new package functions seamlessly with existing Chief frame racks and measuring systems and it's available to Ford dealers through the Rotunda Dealer Equipment program and independent shops through the Chief distributor network.

For more information on this and other Ford-approved equipment, visit [OneRotunda.com](http://OneRotunda.com) or [ChiefAutomotive.com](http://ChiefAutomotive.com).



### SCRS Re-Issues Support of OEM Procedures

The Society of Collision Repair Specialists has reiterated its position that OEM repair procedures are the industry standard for the repair of collision-damaged vehicles. SCRS says the position statement, which was originally issued jointly in 2011 along with the Automotive Service Association, the Alliance of Automotive Service Providers and Assured Performance, remains as true today. The statement reads:

**"We hereby recognize published repair procedures, as provided by the Automobile Original Equipment Manufacturers (OEM), as**

**the official industry recognized repair standards for collision repair. These standards, where they exist, shall be the basis for the establishment of training, testing, repair practices and documentations.**

**Whereas, we acknowledge that OEM repair procedures are incomplete in comparison to the full scope of vehicles and repair operations which exist in the marketplace; the OEM published repair procedures shall serve as the baseline for industry repair standards, with the recognition that further development of procedures will be necessary in areas not covered by published procedures."**

SCRS adds that the statement is equally inclusive of published diagnostic and mechanical repair operations required by a collision, and that disregarding such procedures creates undue and avoidable liability for repair facilities.

# Get it right.



## From the source.

**Ford and Lincoln 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 Wholesaling Dealership today for all your OEM parts needs.



## SHARE YOUR THOUGHTS

The purpose of **On Target** is to provide Ford and Lincoln 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 also be featured.

**On Target** is scheduled to be published three times a year.

Your comments and article ideas are welcome.

You can e-mail **On Target** at: [cphelp@fordcrashparts.com](mailto:cphelp@fordcrashparts.com).

Additional copies of **On Target** are available on the home page on [FMCDealer.com](http://FMCDealer.com).

Independent collision repair shops should contact their Ford or Lincoln wholesaling dealer.

**On Target** is also available free of charge by clicking on the Ford page at [OEMIStop.com](http://OEMIStop.com).

## On Target

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

### Editor

George Gilbert

### Contributors

Chris Caris Kim Jennings  
Steven Lubinski Andrea Presnell



FORD PARTS

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's-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

## 2017 LINCOLN CONTINENTAL<sup>®</sup>

Date Ordered:	PARTS ORDER	Date Needed:
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QUANTITY	PART NUMBER / PART DESCRIPTION

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

### Front Bumper

