



Ford Privilege Parts Purchase Scheme - PS/17/003 Attachment 1

MLI	Description	Base Discount	MLI	Description	Base Discount
001	BRAKE DRUMS	40%	045	NEW EXCH. INJ.PUMPS-DIESEL	35%
002	BRAKE DISCS	50%	046	MC REMAN EXCH. INJ PUMPS-DIESEL	35%
003	CALIPER COMPONENTS	30%	047	LENSES	50%
004	CABLES PARKING BRAKE	50%	048	REFLECTORS	25%
005	POWER BRAKE PARTS	30%	049	REAR BRAKE FITTING PARTS	30%
006	BRAKE LINE PARTS	30%	050	MC REMAN BRAKE CALIPERS	45%
007	OTHER BRAKE PARTS	30%	052	NEW EXCH. CATALYTIC CONVERTERS	25%
008	OTHER STEERING PARTS	30%	053	OTHER ELECTRICALS	30%
009	NEW EXCH. INJECTORS PETROL	35%	054	EXHAUST MOUNT. PARTS	45%
010	NEW EXCH. INJECTORS DIESEL	35%	055	OTHER FUEL SYST.PRTS	30%
011	OTHER LIGHTING PARTS	25%	056	ADHESIVES & SEALANTS	30%
012	OTHER IGNITION PARTS	30%	057	NEW EXCH. BRAKE CALIPERS	45%
013	OTHER STARTER PARTS	30%	058	MC REPAIRED EXCH. INJ PUMPS-DIESEL	25%
014	OTHER INSTRUM. PARTS	30%	059	SENSORS	30%
015	SWITCHES	30%	060	CHARGE COOLING PARTS	30%
016	WIRES	30%	061	CYLINDERHEAD GASKETS	30%
017	CARBURETTOR PARTS	30%	062	MANIFOLD GASKETS	55%
018	OTHER INJECTION PARTS	30%	063	OIL SEALS	30%
019	OTHER FUELSUPPLY PARTS	30%	064	MC REMAN EXCH. DRIVE SHAFTS	35%
020	OTHER WIPER PARTS	30%	065	MC MUFFLERS	40%
021	HEATING PARTS	25%	067	MC BRAKE SHOE KITS	50%
022	HARDWARE PARTS	30%	068	MC BRAKE PAD KITS	50%
023	MC REMAN EXCH. CYLINDER HEADS	25%	069	FORD BRAKE PAD KITS	50%
024	ABS MODULES	30%	070	FORD BRAKESHOE KITS	50%
025	LATCHES & STRIKER	25%	072	LEVER GEAR SHIFT PARTS	30%
026	OTHER GASKETS & SEALS	30%	073	MC DRUM BRAKE REP KITS	35%
027	MC REMAN EXCH. INJECTORS DIESEL	35%	074	ENGINE ACCESSORY DRIVE PARTS	30%
028	ALLOY WHEELS	25%	075	MOUNTING PARTS FOR ELECTRICAL COM	30%
029	SIDE GLASS	40%	076	EXHAUST HEAT SHIELD & BRACKETS	30%
030	LOCKS	25%	078	COMPLEX WIRINGS	30%
032	ANTIFREEZE READY MIX	50%	079	EXHAUST MANIFOLDS	30%
033	TRACK CONTROL ARMS	40%	080	IGNITION LEAD SET	30%
034	BALL JOINT FRT SUSP.	50%	081	ENGINE GASKET KITS	55%
035	HEATER RADIATORS	25%	083	CAM COVER GASKETS	30%
036	BACKLITES	40%	084	OTHER ENGINE GASKETS	30%
038	OTHER LOCKS & LATCHES PARTS	25%	085	HEADLAMPS ASSY	40%
039	SERVICE CUT KEYS	25%	086	FRT TURN INDICATORS	47%
040	RELEASE CABLES	30%	087	REAR LAMPS & LENSES	53%
041	SPRINGS COIL TYPE	30%	088	IGNITION LEADS	30%
042	SPRINGS LEAF TYPE	30%	089	IGNITION LOCKS	30%
043	PISTONS	30%	090	STRG COLUMN CONTROLS	30%
044	NEW EXCH.TURBOCHARGERS	35%	091	MC REMAN EXCH. MAN TRANSMISS	25%



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092	MC REMAN EXCH. AUTO TRANSMISS	20%	143	TPMS	30%
093	MC REMAN EXCH. MAN TRANSAXLES	25%	144	MC REMAN EXCH. TURBOCHARGERS	35%
094	MC REMAN EXCH. AUTO TRANSAXLES	20%	145	NEW EXCH. PUMPS POWER STEERING	30%
095	MC REMAN EXCH. STEERING GEARS	45%	146	MC REMAN EXCH. 2 PIECE CLUTCH KITS	45%
096	MC REMAN EXCH. AXLE SHAFTS	45%	148	RADIATOR FAN ASSY	60%
097	ABS PARTS	30%	149	TIMING CHAINS	30%
098	TYRES	0%	150	TIMING BELTS	40%
099	MC EXCH. CATALYTIC CONVERTERS	25%	157	NEW EXCH.STARTER MOTORS	45%
100	GLOW PLUGS	55%	158	MC REMAN EXCH. STARTER MOTORS	50%
102	OIL FILTERS	55%	164	NEW EXCH.ALTERNATORS	45%
103	STD. SHOCK ABSORBERS	40%	165	MC REMAN EXCH. ALTERNATORS	50%
104	INSTRUMENT CLUSTERS	30%	166	MC REMAN EXCH. PUMPS POWER STEEF	30%
105	FORD MUFFLERS	40%	167	SPECIAL FLUIDS	20%
107	RADIATOR HOSES	30%	171	CAR CARE CHEMICALS	50%
108	VALVES	30%	172	ANTIFREEZE SUPERPLUS	55%
109	ACCESSORY DRIVE BELTS	60%	173	ADJ. SHOCK ABSORBERS FR. & R	35%
110	TIE ROD ENDS	50%	174	BULB KITS - ALL MAKES	70%
111	THERMOSTATS	55%	175	NEW EXCH.DRIVE SHAFTS	40%
112	MC REMAN CV-JOINT KITS	45%	176	FORD-CASTROL JOINT BRANDED ENGINE	0%
114	NEW EXCH.CV-JOINT KITS	45%	177	FUSES	50%
115	SINGLE WHEELBEARINGS	60%	178	MC FEAD KITS	50%
116	BULBS	65%	181	MC REMAN EXCH. POWERTR,CTRL.MODL	30%
117	MASTER BRAKE CYL.	40%	182	NEW EXCH.POWERTRAIN CTRL.MODULE	30%
118	WHEEL BRAKE CYL.	40%	183	FUEL FILTERS PETROL	55%
119	WATER PUMPS	50%	184	REMOTE CONTROLS	25%
120	WHEEL + TYRE (WINTER)	15%	185	CABIN PARTICLE FILTER	40%
121	TYRE REPAIR KITS	30%	187	STANDARD PLUGS	60%
122	IGNITION COILS	50%	188	NEW EXCH. DIESEL PARTICLE FILTERS	15%
124	STEEL WHEELS	45%	189	SG CASTROL ENGINE OIL	0%
125	FUEL PUMPS&REP. KITS	30%	190	MC ENGINE OIL	60%
126	PISTON RINGS & SETS	30%	191	SG MC ENGINE OIL	0%
127	RADIATORS	54%	192	WHEEL BEARING KITS	50%
128	STEEL BUMPER BARS	25%	193	FORD BATTERIES	40%
129	NON HEATED WINDSHIELDS	50%	195	NEW EXCH. 2-PC CLUTCH KIT	45%
131	EXHAUST PIPES	40%	196	NEW CLUTCH DISCS	40%
132	AIR FILTERS	55%	197	MC BATTERIES	40%
137	OTHER EXTERIOR MIRROR PARTS	25%	198	RELEASE BEARINGS	45%
138	BEARINGS(EXCL.WHEEL & CLUTCH)	50%	199	RETROFIT DIESEL PARTICLE FILTER	25%
139	HEATED WINDSHIELDS	50%	200	GENERAL ELECTRIC MODULES NEW	30%
140	WIPER ARMS	30%	202	HEGO SENSORS	30%
141	FUEL FILTERS DIESEL	55%	203	MC KITS - SHOCK ABSORBERS	40%
142	SPARE WHEEL KITS	10%	204	MC KITS SHOCK ABSORBERS, CLUSTERE	35%



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205	PAINT AEROSOLS PROFESSIONAL	40%	406	ROCKER PANELS	25%
212	MC REMAN EXCH. CV-JOINT KITS	45%	407	NEW EXCH.SHORT BLOCKS	25%
219	FORD WATER PUMP & TIMING BELT KITS	50%	408	NEW EXCH.AXLE SHAFTS	35%
223	FORD WIPER BLADES OE	45%	409	DIFFERENTIALS ASSY	30%
227	MC RADIATORS	40%	410	RR AXLE ASSY RR DRIV	30%
229	MC WATER PUMP & TIMING BELT KITS	50%	411	NEW EXCH.MAN. TRANSMISS.	20%
233	MC TRACK CONTROL ARMS + KITS	40%	412	MC REMAN SHORT BLOCKS	25%
234	MC BALL JOINT FRT SUSP.	50%	413	NEW EXCH.AUTO. TRANSMISS.	20%
246	MC REMAN EXCH. 3-PC CLUTCH KITS	45%	415	NEW EXCH.STEERING GEARS	35%
254	MC EXHAUST MOUNT. PARTS	45%	417	TAILGATES	25%
271	MC REMAN EXCH. ENGINES-PETROL	25%	418	BODY SHELLS	15%
272	MC REMAN EXCH. ENGINES-DIESEL	25%	419	DOOR SKIN PANELS NEW&NICHE	30%
285	CABIN ODOUR FILTERS	45%	420	SIDE DOORS REAR	25%
286	LED HEADLAMPS	30%	421	CROSS MEMBERS NEW&NICHE	30%
288	MC REMAN EXCH. DIESEL PARTICLE FILTERS	15%	422	OTHER BODY REP.PANLS	25%
293	EV BATTERIES	5%	423	NEW EXCH.MAN. TRANSAXLES	20%
295	MC KITS - 3-PC CLUTCH KITS	45%	425	NEW EXCH.AUTO. TRANSAXLES	20%
296	MC EXCH. AXLE SHAFTS	45%	426	NEW EXCH.EGR-VALVES	30%
297	EV SPECIAL PARTS	5%	427	MC REMAN EGR-VALVES	30%
300	NEW EXCH.ENGINES-PETROL	25%	429	AXLE REAR	30%
301	NEW EXCH.ENGINES-DIESEL	25%	430	PLASTIC BUMPER BARS NEW&NICHE	30%
302	HOODS	33%	431	OTHER PARK.BRKE PARTS	30%
303	RADIATOR GRILLES	33%	432	OTHER SUSPENSION PARTS	30%
304	FENDERS	33%	433	CRANKSHAFTS	30%
319	DOOR SKIN PANELS	33%	434	FRONT SUSPENSION PARTS	30%
320	MC BARGAIN EMISSION PARTS	40%	435	REAR SUSPENSION PARTS	30%
321	CROSS MEMBERS	33%	436	CAMSHAFTS	30%
322	BRAKE DISCS - OLD APPLICATIONS	35%	437	EMISSION CONTR.PARTS	30%
324	MC BARGAIN POWERTRAIN PARTS	40%	439	FUEL TANKS	30%
329	MC WATER PUMP	50%	440	NEW EXCH.CYLINDER HEADS	25%
330	PLASTIC BUMPER BARS	33%	441	CRANKSHAFT PARTS	30%
334	WIPER MOTOR & PUMPS	40%	442	CAMSHAFT PARTS	30%
358	MIRROR CAPS	30%	443	INTAKE MANIFOLDS	30%
359	EXTERIOR MIRRORS	33%	444	ENG. LUBRICAT. PARTS	30%
370	MC BARGAIN LIGHT REPAIR	40%	445	AXLE SHAFT PARTS	30%
385	FORD CABIN ODOUR PLUS FILTERS	45%	446	RR AXLE PRTS RR DRIV	30%
400	FENDERS NEW&NICHE	30%	447	TRANSMISSION GEARS	30%
401	SIDE DOORS FRONT	25%	448	SYNCHRONISER PARTS	30%
402	HOODS NEW&NICHE	30%	449	HOOD PARTS	25%
403	RADIATOR GRILLES NEW&NICHE	30%	450	REAR DOORS	25%
404	BOOT LIDS	25%	451	SIDE PANEL PARTS	25%
405	SIDE PANELS	25%	452	BODY FRT PANEL PARTS	25%



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MLI	Description	Base Discount	MLI	Description	Base Discount
453	UNDERBODY PANELS	25%	513	FLOOR MATS RUBBER	40%
454	FRAME & MOUNT. PARTS	25%	514	MUD FLAPS	40%
455	OTHER BUMP.BAR PARTS	25%	515	FUEL FILLER CAPS	25%
456	NEW EXCH. DUAL MASS FLYWHEEL	30%	516	INTERIOR MIRRORS	25%
457	BODY MOULDINGS	25%	517	PAINT PENCILS	45%
458	DOOR HANDLES	25%	518	ROOF CARRIERS	35%
459	BODY SEALS	25%	519	TOW BAR FIXED	35%
460	SEATS	25%	520	SAFETY / EMERG.PRTS	30%
461	DASHES AND CONSOLES	25%	521	TOW BAR RETRACTABLE	35%
462	REAR PANELS	25%	522	BRAKE FLUID	25%
463	CRASH REPAIR PANELS	25%	524	SG FORD ENGINE OIL	0%
464	TRIM PARTS	25%	525	AUDIO SYSTEMS	25%
465	DOOR/BOOT/TAILG.PRTS	25%	526	BOOT - KITS	30%
466	AIRBAG	20%	527	TRANSPORTATION PARTS	30%
467	OTHER COMPETITIVE BUMPER PARTS	25%	529	PAINT AEROSOLS	45%
468	3RD ROW SEATS	25%	530	REPAIR PAINT	0%
470	SHOCK ABSORBER ANCILLIARY PARTS	30%	532	PARKING DISTANCE SYSTEMS	35%
471	SHORT STABILIZER LINKS	30%	533	WHEEL TRIM KITS	35%
472	TRACK CONTROL ANCILLARY PARTS	30%	534	UNDERBODY PARTS	25%
473	SINGLE MASS FLYWHEEL	30%	538	SPOILERS	35%
474	MC REMAN DUAL MASS FLYWHEEL	30%	539	FORD LIFE STYLE	20%
475	STEERING COLUMNS	30%	540	ALLOY WHEEL KITS	35%
476	STEERING WHEELS	30%	542	BODY STYLING	35%
477	STEERING TUBES/PIPES/HOSES	30%	544	EXTERIOR TRIM	35%
478	KEY RAW PARTS	25%	545	INTERIOR STYLING	35%
480	KEY BLANKS	25%	547	LUGGAGE COMPARTMENT MATS	30%
481	OTHER CLUTCH PARTS	30%	549	ADDITIONAL HEATERS	30%
482	OTHER COOLING PARTS	30%	551	TRANSMISSION OIL	50%
483	TRIM-WHEELHOUSE	25%	554	NAVIGATION MAP UPDATE	20%
484	TORQUE CONV AUTOM.TRANSM.	30%	556	ELECTRICAL	40%
486	OTHER WEAR&TEAR PRTS	30%	557	BODY SIDE STRIPES	25%
487	OTHER ENGINE PARTS	30%	558	FORD FLATBLADES	45%
488	OTHER DRIVE COMPON.	30%	559	EXTERIOR MIRRORS NEW&NICHE	30%
489	OTHER BODY&TRIM PRTS	25%	561	LOUDSPEAKERS	40%
491	TRANSIT SERVICE KITS FOB PILOT	55%	562	CAR KITS	25%
500	CLIPS AND FASTENING MATERIAL	25%	563	WORKSHOP MATERIAL	30%
501	BODY REPAIR MATERIAL	35%	565	ANTITHEFT DEVICES	35%
503	SEAT BELTS	25%	566	TOW BAR DETACHABLE	35%
505	SINGLE WHEEL TRIMS	40%	568	WHEEL LOCKS	35%
510	HEAD RESTS	25%	570	E-KIT TOWBAR	35%
511	FLOOR MATS VELOURS	40%	571	NAVIGATION SYSTEMS	25%
512	FLOOR MATS CARPET	40%	572	WORKSHOP CHEMICALS	20%



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MLI	Description	Base Discount	MLI	Description	Base Discount
611	SB-FLOOR MATS	45%	709	CONDENSORS	35%
615	SB AIR/SUN DEFLECTORS	25%	710	EVAPORATORS & DEHYDRATORS	35%
616	INNOVATION BULBS	45%	712	A/C GAS & LIQUIDS	45%
617	SB ROOF BOXES	25%	713	AC CLUTCH AND PULLEY	30%
618	SB ROOF RACKS	35%	714	MC CONDENSER	40%
619	SB TOWBARS	35%	715	ACTUATOR ASSY COMPETITIVE	35%
620	SB CHILD SEATS	25%	723	MC FLAT BLADES	45%
622	SB CV TRANSPORTATION	30%	730	PAINTED BUMPER PROGRAM	35%
623	SB LICENSE PLATE	45%	731	COMPETITIVE PAINTED BUMPER	43%
625	SB AUDIO SYSTEMS	15%	736	FPP ENGINE	25%
630	WINSCHIELD COM. BUSINESS	40%	752	NON STOCKED US PARTS	35%
631	MC SHOCK ABS TOP MOUNT KITS	35%	756	U204 MAVERICK PARTS	30%
633	SB MOBILE NAVIGATION	15%	757	US PARTS - OTHER	35%
636	SB DISTANCE CONTROL	25%	759	NON-EUROPEAN VEHICLE PARTS	20%
639	SB TOW BAR BIKE CARRIERS	30%	760	J37G (DEMIO) PARTS	30%
640	SB ALLOY WHEELS	30%	763	SB CONSUMABLES	0%
645	PARTCO NON FORD PROGRAM	60%	880	SPECIAL SERVICE KITS	20%
650	MC KITS - TIMING BELTS	40%	890	SPECIAL SERVICE PARTS	25%
652	SB NAVIGATION SYSTEMS	20%	892	OWNER LITERATURE	25%
654	SB NAVIGATION MAP DATA	20%	899	NON SERVICE PARTS	0%
656	SB ELECTRICAL	30%	900	DEAD' COLLISION PARTS	30%
657	SB INTERIOR TRIM	35%	901	DEAD' MECHANICAL PARTS	30%
658	SB SCREEN WASHERS	40%	902	DEAD' ACCESSORY PARTS	30%
660	SB SAFETY / EMERGENCY	30%			
661	SB LOUDSPEAKERS	25%			
662	SB INFOTAINMENT (C.B.)	20%			
663	SB CAR KITS	20%			
665	SB ANTITHEFT DEVICES	35%			
671	SB WORKSHOP MATERIAL	35%			
672	MC SCREEN WASHERS	40%			
683	SB TRANSPORTATION (C.B.)	20%			
684	XENON BULB	50%			
685	XENON HEADLAMPS	37%			
687	OTHER MAKES SPARK PLUGS	60%			
690	SB INFOTAINMENT	35%			
691	SB-SNOW CHAINS	30%			
699	SB OTHER ACCESSORIES	35%			
700	RS OPTION KIT	35%			
704	SCREENWASH FLUIDS	40%			
705	AIR CONDITIONING PARTS	30%			
707	NEW EXCH.COMPRESSORS & CLUTCHES	35%			
708	MC REMAN COMPRESSORS	35%			



Calculating effective buying discount at RUSH/IVO terms

Use the table below to determine your effective buying discount for RUSH/IVO orders.

Basic Buying Discounts																		
15.0	20.0	25.0	30.0	33.0	35.0	37.0	40.0	43.0	45.0	47.0	49.0	50.0	53.0	54.0	55.0	60.0	65.0	70.0
↓	↓	↓	↓	↓	↓	↓	↓	↓	↓	↓	↓	↓	↓	↓	↓	↓	↓	↓
2.3	8.0	13.8	19.5	23.0	25.3	27.6	31.0	34.5	36.8	39.1	41.4	42.5	46.0	47.1	48.3	54.0	59.8	65.5
Effective buying discount % including RUSH/IVO penalty																		

Please note:

Due to the lower dealer profit margins associated with Ford Motorcraft 4+ Services and Repairs, a different level of Privilege Parts Discount is applicable. This can be calculated by deducting the Base Discount from the Recommended Retail Price, to establish the Dealer Net Price. The available Motorcraft 4+ Privilege Parts Discount amounts to 18% of Dealer Net Price, which is equivalent to the rebate dealers can claim back from Ford Motor Company.