

Michael A. Berardi Director Service Engineering Operations Ford Customer Service Division Ford Motor Company P. O. Box 1904 Dearborn, Michigan 48121

July 25, 2013

TO: All U.S. Ford and Lincoln Dealers

SUBJECT: Customer Satisfaction Program 13B07

Certain 2013 Model Year C-MAX, Fusion, and MKZ Hybrid Vehicles Fuel Economy Improvement - Powertrain Control Module Calibration

PROGRAM TERMS

This program will be in effect through August 31, 2014. There is no mileage limit for this program.

AFFECTED VEHICLES

Assembly Plant	Year and Model	Build Dates
Michigan Assembly Plant	2013 C-MAX	Job #1 through July 8, 2013
Hermosillo Assembly Plant	2013 Fusion	Job #1 through July 16, 2013
Hermosillo Assembly Plant	2013 MKZ	Job #1 through July 16, 2013

Affected vehicles are identified in OASIS. In addition, for a list of vehicles assigned to your dealership, visit <u>https://web.fsavinlists.dealerconnection.com</u>. This information will be available on July 25, 2013.

REASON FOR THIS PROGRAM

An improved Powertrain Control Module calibration is now available that will reduce the amount of gasoline engine running time under certain driving conditions, thus reducing fuel consumption. Calibration updates include control system enhancements for a variety of driving conditions on the highway, during short trips, and while using the climate control system. Enhancements designed to improve customer satisfaction include:

- Increasing the maximum pure electric speed to 85 mph from 62 mph, allowing increased use of electric-only mode on the highway
- Optimizing the use of Active Grille Shutters to reduce aerodynamic drag under more driving and temperature conditions including cold weather, during air conditioner use, and when the engine coolant temperature is higher
- Reducing the electric fan speed as a function of coolant temperature to minimize the fan's energy consumption
- Shortening engine warm-up time to enable electric-only driving and engine shutdown at stops sooner after cold starts
- Optimizing the climate control system to minimize use of the air conditioning compressor and reduce the energy used in cold weather operation

The resulting fuel economy improvements associated with these calibration changes are dependent upon the conditions in which the owner operates the vehicle.

SERVICE ACTION

Dealers are to reprogram the Powertrain Control Module (PCM) to the latest IDS software level. This service must be performed on all affected vehicles at no charge to the vehicle owner.

OWNER NOTIFICATION MAILING SCHEDULE

Owner Letters are expected to be mailed in early August, 2013. Dealers should repair any affected vehicles that arrive at their dealerships, whether or not the customer has received a letter.

ATTACHMENTS

Attachment I:Administrative InformationAttachment II:Labor Allowances and Parts Ordering InformationAttachment III:Technical InformationOwner Notification LettersFuel Economy Facts and Tips Pamphlet

QUESTIONS & ASSISTANCE

Special Service Support Center (Dealer Assistance Only) _____1-800-325-5621

Sincerely,

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Michael A. Berardi

ATTACHMENT I

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Customer Satisfaction Program 13B07

Certain 2013 Model Year C-MAX, Fusion, and MKZ Hybrid Vehicles Fuel Economy Improvement - Powertrain Control Module Calibration

OASIS ACTIVATED?

Yes, OASIS will be activated on July 25, 2013.

FSA VIN LIST ACTIVATED?

Yes, FSA VIN list will be available through <u>https://web.fsavinlists.dealerconnection.com</u> on July 25, 2013. Owner names and addresses will be available in mid-August, 2013.

NOTE: Your FSA VIN list may contain owner names and addresses obtained from motor vehicle registration records. The use of such motor vehicle registration data for any purpose other than in connection with this program is a violation of law in several states, provinces, and countries. Accordingly, you must limit the use of this listing to the follow-up necessary to complete this service action.

STOCK VEHICLES

- Correct all affected units in your new vehicle inventory before delivery.
- Use OASIS to identify any affected vehicles in your used vehicle inventory.

SOLD VEHICLES

- Owners of affected vehicles will be directed to dealers for repairs.
- Immediately contact any of your affected customers whose vehicles are not on your VIN list but are identified in OASIS. Give the customer a copy of the Owner Notification Letter and schedule a service date.
- Correct other affected vehicles identified in OASIS which are brought to your dealership.

TITLE BRANDED / SALVAGED VEHICLES

Affected title branded and salvaged vehicles are eligible for this service action.

RELATED DAMAGE

If a related damage condition exists that you believe to be caused by the covered condition, call the Special Service Support Center to request approval **prior** to the repair of any related damage. Requests for approval after completion of the repair will not be granted. Ford Motor Company reserves the right to deny coverage for related damage in cases where the vehicle owner has not had this service action performed on a timely basis.

ATTACHMENT I

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Customer Satisfaction Program 13B07

Certain 2013 Model Year C-MAX, Fusion, and MKZ Hybrid Vehicles Fuel Economy Improvement - Powertrain Control Module Calibration

ADDITIONAL LABOR TIME

- If a condition exists that requires additional labor to complete the repair, call the Special Service Support Center to request approval **prior** to performing any additional labor. Requests for approval after completion of the repair will not be granted.
- If you encounter aftermarket equipment or modifications to the vehicle which might prevent the repair of the covered condition, call the Special Service Support Center.

OWNER REFUNDS

Refunds are not authorized for this program.

RENTAL VEHICLES

The use of rental vehicles is not authorized for this program.

CLAIMS PREPARATION AND SUBMISSION

- Enter claims using Direct Warranty Entry (DWE).
- Refer to ACESII manual for claims preparation and submission information.
- Related damage must be claimed on a repair line that is separate from the repair line on which the FSA is claimed. Related damage requires prior approval from the Special Service Support Center.
- "MT" labor should be submitted on a separate repair line with the related damage flag checked. "MT" labor requires prior approval from the Special Service Support Center.
- PROGRAM TERMS: This program will be in effect through August 31, 2014. There is no mileage limit for this program.

ATTACHMENT II

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Customer Satisfaction Program 13B07

Certain 2013 Model Year C-MAX, Fusion, and MKZ Hybrid Vehicles Fuel Economy Improvement - Powertrain Control Module Calibration

LABOR ALLOWANCES

Description	Labor Operation	Labor Time
Reprogram The Powertrain Control Module	13B07B	0.5 Hour(s)

PARTS REQUIREMENTS / ORDERING INFORMATION

Parts are not required to complete this repair.

DEALER PRICE

For latest prices, refer to DOES II.

PARTS RETENTION AND RETURN

Follow the provisions of the Warranty and Policy Manual, Section 1 "WARRANTY PARTS RETENTION AND RETURN POLICIES."

CERTAIN 2013 MODEL YEAR C-MAX, FUSION, AND MKZ HYBRID VEHICLES — FUEL ECONOMY IMPROVEMENT - POWERTRAIN CONTROL MODULE CALIBRATION

OVERVIEW

An improved Hybrid Powertrain Control Module calibration is now available that will allow the gasoline engine to reduce the amount of running time under certain driving conditions, thus reducing fuel consumption. Dealers are to reprogram the Powertrain Control Module (PCM) to the latest software level using IDS version 85.05 or higher.

SERVICE PROCEDURE

Important Information for Module Programming

- **NOTE:** When programming or reprogramming a module, use the following basic checks to ensure programming completes without errors.
- Make sure the 12v battery is fully charged before carrying out the programming steps and connect IDS/scan tool to a power source.
- Inspect Vehicle Communication Module (VCM) and cables for any damage. Make sure scan tool connections are not interrupted during programming.
- A hardwired internet connection is strongly recommended.
- Turn off all unnecessary accessories (radio, heated/cooled seats, head lamps, interior lamps, HVAC system, etc.) and close doors.
- Disconnect/depower any aftermarket accessories (remote start, alarm, power inverter, CB radio, etc.).
- Follow all scan tool on-screen instructions carefully.
- Disable IDS/scan tool sleep mode, screensaver, hibernation modes.
- Create all sessions Key On Engine Off (KOEO). Starting the vehicle before creating a session will cause errors within the programming inhale process.

Module Reprogramming

- **NOTE:** Reprogram appropriate vehicle modules before performing diagnostics and clear all Diagnostic Trouble Codes (DTCs) after programming. For DTCs generated after reprogramming, follow normal diagnostic service procedures.
- 1. Reprogram the Powertrain Control Module (PCM) using IDS release 85.05 or higher.
- **NOTE:** Calibration files may also be obtained at www.motorcraft.com.
- NOTE: Follow the IDS on-screen instructions to complete the reprogramming procedure.



Recovering a module when programming has resulted in a blank module: <u>NEVER</u> <u>DELETE THE ORIGINAL SESSION!</u>

- 1. Obtain the original IDS that was used when the programming error occurred during Module Reprogramming (MR) or Programmable Module Installation (PMI).
- 2. Disconnect the VCM from the data link connector (DLC) and the IDS.
- 3. Reconnect the VCM to IDS and then connect to the DLC. Once reconnected, the VCM icon should appear in the corner of the IDS screen. If it does not, troubleshoot the IDS to VCM connection.
- 4. Locate the ORIGINAL vehicle session when programming failed. This should be the last session used in most cases. If not, use the session created on the date that the programming failed.
- **NOTE:** If the original session is not listed in the previous session list, click the "Recycle Bin" icon at the lower right of the previous session screen. This loads any deleted sessions and allows you to look through them. Double-click the session to restore it.
- 5. Once the session is loaded, the failed process should resume automatically.
- 6. If programming does not resume automatically, proceed to the Module Programming menu and select the previously attempted process, PMI or MR.
- 7. Follow all on-screen prompts/instructions.
- 8. Near the end of programming, the IDS prompts you to select certain parameters. It is important to make a selection for ALL parameters listed. If the correct selection is already highlighted, you must still choose that selection before clicking the "Tick" mark to complete the configuration.
- 9. The last screen on the IDS may list additional steps required to complete the programming process. Make sure all applicable steps listed on the screen are followed in order.





Ford Motor Company Ford Customer Service Division P. O. Box 1904 Dearborn, Michigan 48121

Customer Satisfaction Program 13B07 Mr. John Sample 123 Main Street Anywhere, USA 12345

Your Vehicle Identification Number: 12345678901234567

At Ford Motor Company, it has been our goal for more than 100 years to provide customers with high-quality, dependable products. In order to maintain these standards, Ford Motor Company is providing a no-charge Customer Satisfaction Program (Program Number 13B07) for your vehicle, with the Vehicle Identification Number shown above.

What is the issue?	Ford Motor Company continuously strives to deliver advanced hybrid powertrains. An improved Powertrain Control Module calibration is now available for your vehicle. With this calibration change, the gasoline engine will continue to start and stop automatically to provide power when it's needed and to save fuel when it's not, but the vehicle speed at which the engine can shut down and allow the vehicle to operate electrically has been raised from 62 mph to 85 mph. The improved calibration includes other refinements that can also help to reduce fuel consumption under certain conditions.
	These enhancements offer the potential for reduced fuel consumption for many of our customers. The degree to which you experience reduced fuel consumption will depend on a number of factors specific to your vehicle usage, including your personal driving style, the nature of the routes that you typically drive, and the climate in your area.
	Please see the enclosed pamphlet or visit <u>www.Fordowner.com</u> for advice on fuel-efficient driving tips.
What will Ford and your dealer do?	In the interest of customer satisfaction, Ford Motor Company has authorized your dealer to reprogram the Powertrain Control Module free of charge (parts and labor) under the terms of this program.
	This Customer Satisfaction Program will be in effect until August 31, 2014 regardless of mileage. Coverage is automatically transferred to subsequent owners.
How long will it take?	The time needed for this repair is less than one-half day. However, due to service scheduling requirements, your dealer may need your vehicle for a longer period of time.

August 2013

What should you do?	Please call your dealer without delay and request a service date for Customer Satisfaction Program 13B07. Provide the dealer with the Vehicle Identification Number (VIN) of your vehicle. The VIN is printed near your name at the beginning of this letter. If you do not already have a servicing dealer, you can access <u>www.Fordowner.com</u> for dealer addresses, maps, and driving instructions.
What if you no longer own this vehicle?	If you no longer own this vehicle, and have an address for the current owner, please forward this letter to the new owner.
	You received this notice because our records, which are based primarily on state registration and title data, indicate that you are the current owner.
Can we assist you further?	If you have difficulties getting your vehicle repaired promptly and without charge, please contact your dealership's Service Manager for assistance. <u>RETAIL OWNERS</u> : If you still have concerns, please contact our Customer Relationship Center at 1-866-436-7332 and one of our representatives will be happy to assist you. For the hearing impaired call 1-800-232-5952 (TDD). Representatives are available Monday through Friday: 8:00AM - 5:00PM (Your Local Time).
	If you wish to contact us through the Internet, our address is: <u>www.Fordowner.com</u> . <u>FLEET OWNERS</u> : If you still have concerns, please contact the Fleet Customer Information Center at 1-800-34-FLEET, Option #3 and one of our representatives will be happy to assist you. Representatives are available Monday through Friday: 8:00AM - 5:00PM (Your Local Time). Or you may contact us through the Internet at <u>www.fleet.ford.com</u> .

Thank you for your attention to this important matter.

Ford Customer Service Division



The Lincoln Motor Company P. O. Box 1904 Dearborn, Michigan 48121

August 2013

Customer Satisfaction Program 13B07 Mr. John Sample 123 Main Street Anywhere, USA 12345

Your Vehicle Identification Number: 12345678901234567

We trust you are enjoying your new 2013 Lincoln MKZ Hybrid Electric Vehicle. The Lincoln Motor Company is providing a no-charge Customer Satisfaction Program (Program Number 13B07) for your vehicle, with the Vehicle Identification Number shown above. Our commitment, together with your dealer, is to provide you with the highest level of service and support.

What is the issue?

The Lincoln Motor Company continuously strives to deliver advanced hybrid powertrains. An improved Powertrain Control Module calibration is now available for your vehicle. With this calibration change, the gasoline engine will continue to start and stop automatically to provide power when it's needed and to save fuel when it's not, but the vehicle speed at which the engine can shut down and allow the vehicle to operate electrically has been raised from 62 mph to 85 mph. The improved calibration includes other refinements that can also help to reduce fuel consumption under certain conditions.

These enhancements offer the potential for reduced fuel consumption for many of our customers. The degree to which you experience reduced fuel consumption will depend on a number of factors specific to your vehicle usage, including your personal driving style, the nature of the routes that you typically drive, and the climate in your area.

Please see the enclosed pamphlet or visit <u>www.Lincolnowner.com</u> for advice on fuel-efficient driving tips.

What will Lincoln and
your dealer do?In the interest of customer satisfaction, The Lincoln Motor Company has
authorized your dealer to reprogram the Powertrain Control Module free of
charge (parts and labor) under the terms of this program.This Customer Satisfaction Program will be in effect until August 31, 2014
regardless of mileage. Coverage is automatically transferred to subsequent
owners.

How long will it take? The time needed for this repair is less than one-half day. However, due to service scheduling requirements, your dealer may need your vehicle for a longer period of time. What should you do? Please call your dealer without delay and request a service date for Customer Satisfaction Program 13B07. Provide the dealer with the Vehicle Identification Number (VIN) of your vehicle. The VIN is printed near your name at the beginning of this letter. If you do not already have a servicing dealer, you can access www.Lincolnowner.com for dealer addresses, maps, and driving instructions. For your convenience, you can also have this service performed at a Ford dealership. What if you no longer If you no longer own this vehicle, and have an address for the current own this vehicle? owner, please forward this letter to the new owner. You received this notice because our records, which are based primarily on state registration and title data, indicate that you are the current owner. If you have difficulties getting your vehicle repaired promptly and without Can we assist you further? charge, please contact your dealership's Service Manager for assistance. RETAIL OWNERS: If you still have concerns, please contact our Customer Relationship Center at 1-866-436-7332 and one of our representatives will be happy to assist you. For the hearing impaired call 1-800-232-5952 (TDD). Representatives are available Monday through Friday: 8:00AM -5:00PM (Your Local Time). If you wish to contact us through the Internet, our address is: www.Lincolnowner.com. FLEET OWNERS: If you still have concerns, please contact the Fleet Customer Information Center at 1-800-34-FLEET, Option #3 and one of our representatives will be happy to assist you. Representatives are available Monday through Friday: 8:00AM - 5:00PM (Your Local Time). Or you may contact us through the Internet at <u>www.fleet.ford.com</u>.

Thank you for your attention to this important matter.

The Lincoln Motor Company

FUEL ECONOMY Facts and Tips



Getting better fuel economy is pretty much on everyone's mind right now. What are some ways to maximize your mpg?

A lot of it has to do with your personal driving habits, the weather, as well as where and when you drive. Knowing how EPA ratings are set and what affects fuel economy can help you change the mpg you get with your vehicle.

FIESTA

It says on the sticker the mileage is "EPA-estimated." What does that mean

The EPA is the Environmental Protection Agency. EPA ratings are designed to provide you with "apples to apples" mileage ratings. The EPA gives every manufacturer a set of test procedures, designed to reduce the variability from one test to the next. The mileage ratings are set as a result of these tests. The "estimated" part of the rating is a reminder that most people do not drive under those precise conditions and so their mileage is likely to vary.

FOR

BETTER





TERRAIN Driving up and down hills or on unpaved roads can reduce fuel economy.

FUEL TYPE

Winter fuel, sold after

October 1, contains 1.7% less

energy than summer fuel.⁽¹⁾

FUEL OCTANE

Using E10 fuel or lower octane than is recommended

can reduce mileage.

AXLE RATIOS

As axle ratios go up,

capability increases but

on-road fuel economy tends to decrease.



\$3,750

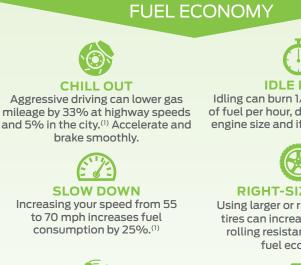
The height (wind resistance) and weight of a trailer both impact fuel economy.



New vehicle engine break-in period. Measure fuel economy after the vehicle's break-in period. after 3,000-6,000 miles. (See vour Owner Manual for details.)



WEATHER Cold weather can reduce fuel economy, since the engine doesn't operate efficiently until it is warmed up.





DE-ACCESSORIZE

Reduce the use of A/C, the defroster (when the windshield is clear) and heated seats.



TRAVEL LIGHT An extra 100 lbs. of cargo can reduce your mpg by up to 2%.(1)

IDLE LESS Idling can burn 1/4- to 1/2-gallon of fuel per hour, depending on the engine size and if the A/C is on.⁽¹⁾



RIGHT-SIZE TIRES

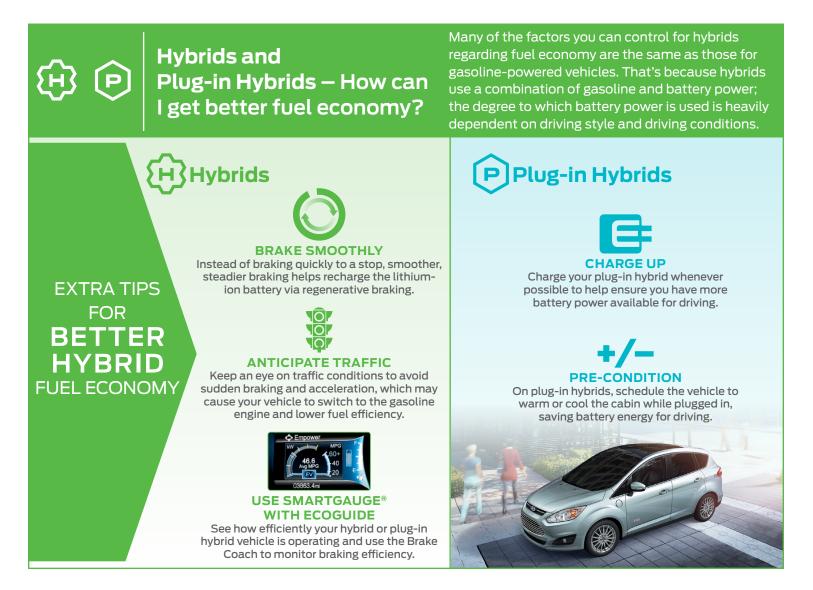
Using larger or rugged wheels/ tires can increase weight and rolling resistance, affecting fuel economy.



STAY OFF THE ROOF Rooftop cargo carriers and sports equipment add weight and create wind resistance.

MAINTAIN YOUR VEHICLE

Keep tires properly inflated, use the right oil, keep wheels aligned and replace dirty air and oil filters.



How Ford delivers fuel economy

At Ford, we offer seven 2013 models that achieve an EPA-estimated 40+ mpg/MPGe highway. You have the choice of gas, diesel, hybrid, plug-in hybrid and all-electric powertrains, so there's no need to compromise on comfort, capabilities or convenience. We're using innovative technologies. such as EcoBoost[®] engines and 6-speed transmissions, to enrich your driving experience, providing a balance of impressive performance, outstanding torque and enhanced fuel economy. And we're making substantial investments in new technology research to further increase fuel efficiency.

Learn more

You can learn more about how EPA ratings are set, how to improve your fuel economy, and how Ford vehicles stack up against the competition by visiting these websites:

- www.fueleconomy.gov
- owner.ford.com
- ford.com/compare
- ford.com/green



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FUEL ECONOMY

FACTS AND TIPS

Getting better fuel economy is pretty much on everyone's mind right now. What are some ways to maximize your mpg?

A lot of it has to do with your personal driving habits, the weather, as well as where and when you drive. Knowing how EPA ratings are set and what affects fuel economy can help you change the mpg you get with your vehicle.

IT SAYS ON THE STICKER THE MILEAGE IS "EPA-ESTIMATED." What does this mean?

The EPA is the Environmental Protection Agency. EPA ratings are designed to provide you with "apples to apples" mileage ratings. The EPA gives every manufacturer a set of test procedures, which are run in a laboratory under controlled conditions designed to reduce the variability from one test to the next. The mileage ratings are set as a result of these tests. The "estimated" part of the rating is a reminder that most people do not drive under those precise conditions and so their mileage is likely to vary.



FOR BETTER FUEL ECONOMY



DRIVE SMOOTHLY

Aggressive driving can lower gas mileage by 33% at highway speeds and 5% in the city.⁽¹⁾ Accelerate and brake smoothly.



SLOW DOWN

Increasing your speed from 55 to 70 mph increases fuel consumption by 25%. $^{(\eta)}$



DE-ACCESSORIZE

Reduce the use of A/C, the defroster (when the windshield is clear) and heated seats.



TRAVEL LIGHT

IDLE LESS

An extra 100 lbs. of cargo can reduce your mpg by up to 2%.⁽¹⁾



Idling can burn 1/4- to 1/2-gallon of fuel per hour, depending on the engine size and if the A/C is on. $^{(1)}$

RIGHT-SIZE TIRES Using larger or rugged wheels/tires can increase weight and rolling resistance, affecting fuel economy.



STAY OFF THE ROOF Rooftop cargo carriers and sports equipment add weight and create wind resistance.

MAINTAIN YOUR VEHICLE Keep tires properly inflated, use the right oil, keep wheels aligned and replace dirty air and oil filters.

OTHER FACTORS



TERRAIN Driving up and down hills or on unpave

Driving up and down hills or on unpaved roads can reduce fuel economy.



FUEL TYPE Winter fuel, sold after October 1, contains 1.7% less energy than summer fuel. $^{(1)}$



FUEL OCTANE Using E10 fuel or lower octane than is recommended can reduce mileage.



AXLE RATIOS As axle ratios go up, capability increases, but on-road fuel economy tends to decrease.



TRAILER TOWING The height (wind resistance) and weight of a trailer both impact fuel economy.

All new vehicle engines require a break-in period.

Measure fuel economy after the vehicle's break-in period, after 3,000–6,000 miles. (See your Owner's

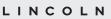
ENGINE BREAK-IN PERIOD



WEATHER

Manual for details.)

Cold weather can reduce fuel economy, since the engine doesn't operate efficiently until it is warmed up.



HYBRIDS: HOW CAN I GET BETTER FUEL ECONOMY?

Many of the factors you can control for hybrids regarding fuel economy are the same as those for conventional gasolinepowered vehicles. That's because hybrids use a combination of gasoline and battery power; the degree to which battery power is used is heavily dependent on driving style and driving conditions.

EXTRA TIPS FOR BETTER HYBRID FUEL ECONOMY



LINCOLN MKZ HYBRID: BEST-IN-CLASS FUEL ECONOMY⁽¹⁾

If fuel economy is considered one of your top priorities, Lincoln presents the class-leading fuel efficiency of Lincoln MKZ Hybrid. The 2014 Lincoln MKZ Hybrid has an EPA-estimated 45 mpg rating for city and highway mileage, and can operate electrically up to 85 mph, making it the fuel crown jewel in the Lincoln lineup.

(1) EPA-estimated 45 city/45 highway/45 combined mpg. Actual mileage will vary. Class is Luxury Midsize Sedans.

HOW LINCOLN DELIVERS FUEL ECONOMY

Lincoln offers you the choice of gas or hybrid, so there's no need to compromise on comfort or convenience. We're using innovative technologies, such as EcoBoost® engines and 6-speed transmissions, to enrich your driving experience, providing a balance of impressive performance, outstanding torque and enhanced fuel economy. And we're making substantial investments in new technology research to further increase fuel efficiency.

LEARN MORE

You can learn more about how EPA ratings are set, how to improve your fuel economy, and how Lincoln vehicles stack up against the competition by visiting these websites:

- fueleconomy.gov
- owner.lincoln.com
- lincoln.com/compare

