



# 2008 EXPLORER



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## ADVENTURE bound.

With innovative options like our exclusive new Ford SYNC voice-activated, hands-free customizable media system, a spirited 292-hp 4.6L V8 engine and 5-, 6- or 7-passenger seating, Explorer is designed to fit your active life. It's also designed with your safety in mind, having achieved 5-Star ratings in the government's frontal and side-impact crash tests for the 2nd year<sup>1</sup> in a row.

<sup>1</sup>2006-2007 model years.



Explorer Eddie Bauer in Stone Green Metallic



### More V8 hp than ▲ Nissan or Toyota

Explorer's optional 4.6L 3-valve V8 engine produces a massive 292 hp. That's more than you can get from a Nissan Pathfinder or a Toyota 4Runner. And it still manages to deliver more highway mpg<sup>1</sup> (4x2/4x4: 21/20) than the 4Runner (4x2/4x4: 20/19).

<sup>1</sup>Based on 2007 EPA-estimated fuel economy.

### Ready to play ▼

When properly equipped with the optional Trailer Tow Package, Explorer 4x2 can tow up to 7310 lbs., leaving you lots of sporting options.



POWER ▶

VERSATILITY ▶

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## Make the most of its ATHLETICISM.

It takes just the right mix of energy and ability to run at the front of the pack. And that's where you'll find Explorer. The standard 4.0L SOHC V6 engine pumps out 210 hp and 254 lb.-ft. of torque. That's more torque than Jeep® Grand Cherokee's V6. Matched with a 5-speed automatic transmission, Explorer's V6 also meets strict Ultra Low Emissions Vehicle II (ULEV II) standards. Need more oomph? Opt for the 4.6L 3-valve V8 engine and first-in-class<sup>2</sup> 6-speed automatic transmission to get a full 292 hp and 300 lb.-ft. of torque. Thoughtful details like the sound-dampening carpet and headliner materials, the roof structure, overall powertrain operation, and even the contour of its large sideview mirrors all help Explorer deliver its impressively quiet, comfortable ride, while a fully boxed frame and 4-wheel independent suspension help it hug the road. With the optional Control Trac® 4-wheel-drive system, Explorer 4x4 is off-road ready at the touch of a button.

### Smooth rider ▶

Explorer's independent rear suspension tackles rough terrain and uneven road surfaces with ease.



<sup>2</sup>Truck-based Midsize SUV class, excluding other Ford Motor Company vehicles.





Explorer Eddie Bauer leather-trimmed interior in Charcoal Black with Camel inserts and available equipment

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### Power advantage ▲

Ford Explorer is the only SUV in its class to offer the push-button ease of an optional PowerFold™ 3rd-row seat.

## Accommodate up to 7 in LUXURIOUS style.

Like to spoil your passengers – and yourself? Explorer Eddie Bauer's optional Luxury Package makes it easy with heated front seats, heated sideview mirrors, power-adjustable pedals with memory, Dual-zone Electronic Automatic Temperature Control and a Universal Garage Door Opener. Our optional Rear-Seat DVD Entertainment System features an 8" color LCD flip-down screen, infrared remote control and 2 sets of wireless headphones to keep the kids happy *and* quiet. Reclining<sup>1</sup> 2nd-row seats help keep 'em comfy too. The 2nd- and 3rd-row seats also include articulating head restraints that fold forward to improve rearward visibility. Yet another versatile feature: Explorer's available power-deployable running boards automatically extend when a door is opened and tuck neatly away when it's closed.

### Cargo convenience ▶

Explorer's 7-passenger models feature a flatter loadfloor than Chevrolet TrailBlazer, Dodge Durango or Honda Pilot.



<sup>1</sup>6- and 7-passenger models only.



Explorer Eddie Bauer leather-trimmed interior in Camel with Sand inserts and available equipment

POWER ▶

VERSATILITY ▶

ENTERTAINMENT ▶

SAFETY ▶

SPECS ▶



### Quick thaw ▲

Clear your view at the push of a button with Explorer Limited's convenient fold-away, power, heated sideview mirrors, available on Eddie Bauer with the optional Luxury Package.

## Position yourself in total COMMAND.

Explorer's progressively styled controls instantly put you both at ease and in command. Distinctive woodgrain accents (above) are standard on Eddie Bauer, along with the 4-line message center and an auto-dimming rearview mirror. The optional DVD-based Navigation System features new voice activation for hands-free operation. And the optional heated windshield makes life even easier by clearing your view in about half the time of a conventional forced-air defroster. The new Sun and Satellite Package, optional on all models, pairs the power moonroof with a 6-month prepaid subscription to SIRIUS Satellite Radio<sup>1</sup> and its 130+ channels of coast-to-coast sports, news, entertainment and 100% commercial-free music. An auxiliary audio input jack for your MP3 player is standard on all models.

### Hot stuff ▶

Available heated front seats include 10-way power adjustment for the driver and 6-way power for the passenger.



<sup>1</sup>Service not available in Alaska or Hawaii. See your Ford Dealer or contact SIRIUS at 1-888-539-7474 for more information.



POWER ▶

VERSATILITY ▶

ENTERTAINMENT ▶

SAFETY ▶

SPECS ▶

## Exclusive new Ford SYNC™

### BLUETOOTH® VOICE-ACTIVATED, HANDS-FREE PHONE CALLING

MULTILINGUAL INTELLIGENCE – Communicate with SYNC in English, French or Spanish

- UNINTERRUPTED CONNECTIONS – In the middle of a call on the way to or from your vehicle? Keep on talking; once paired with your Bluetooth-enabled phone, SYNC automatically transfers calls as you enter and exit
- RING-TONE SUPPORT<sup>1</sup> – Have specific ring tones assigned to your friends and family? SYNC can play them to help you identify incoming calls
- SUPPORT FOR UP TO 12 BLUETOOTH-ENABLED PHONES – The system can be paired with as many as 12 different phones at once, so your entire family can get in SYNC
- INSTANT VOICE RECOGNITION
- AUTOMATIC PHONE BOOK TRANSFER<sup>1</sup>

### VOICE-ACTIVATED, HANDS-FREE DIGITAL MEDIA PLAYING

- SUPPORT FOR POPULAR PLAYERS AND FORMATS – SYNC works with most popular digital media players, as well as USB drives
- SIMPLE VOICE COMMANDS – Access your music library by speaking commands like “Play All,” “Similar Music” or simply “Play Artist” plus the name of an artist
- USB DEVICE CHARGING – SYNC automatically charges most devices while your vehicle is running
- BLUETOOTH STREAMING AUDIO<sup>1</sup> – SYNC can play music files saved to your Bluetooth-enabled mobile phone as well
- PODCAST AND AUDIO BOOK SUPPORT

### Link your words. ▲

Introducing the new standard for in-vehicle communications. Ford SYNC, developed in association with Microsoft®, is an available, voice-activated, customizable media system that fully integrates your Ford Explorer with most Bluetooth-enabled mobile phones and most portable digital media players. Go to [SyncMyRide.com](http://SyncMyRide.com) for more details.



<sup>1</sup>Requires a Bluetooth-enabled phone with this capability. Driving while distracted can result in a loss of vehicle control. Only use mobile phones (even with voice commands) and other devices not essential to driving when it is safe to do so. Microsoft is a registered trademark of Microsoft Corporation. The Bluetooth word mark is a registered trademark owned by the Bluetooth SIG, Inc.





Explorer XLT in White Suede with available equipment

POWER ▶

VERSATILITY ▶

ENTERTAINMENT ▶

SAFETY ▶

SPECS ▶

## Trust its innate STABILITY.

Always looking out for you and your loved ones, Ford Explorer has more standard safety features than any other vehicle in the truck-based midsize SUV class. One of its exceptional standards is AdvanceTrac® with class-exclusive RSC® (Roll Stability Control™), our electronic stability enhancement system, which actually measures what other manufacturers' systems ignore or can only estimate. AdvanceTrac with RSC features a unique vehicle-roll motion sensor that directly measures the vehicle's roll-rate 100 times every second. The system uses this rate to determine when and how it will engage the Anti-lock Brake System (ABS), traction control and yaw control to apply individual brakes and modify engine power, ultimately helping you keep all 4 wheels firmly planted. This remarkable system is not available on any of Explorer's competitors.

### Assistance on demand ▲

AdvanceTrac with RSC can help in many real-world situations, such as when you're making an emergency maneuver to avoid something in the road; driving on slippery surfaces like snowy, muddy, wet or gravel roads; or just traveling on uneven surfaces, such as in construction zones.

Remember that even advanced technology cannot overcome the laws of physics. It's always possible to lose control of a vehicle due to inappropriate driver input for the conditions. For more information on AdvanceTrac with RSC, visit [fordvehicles.com](http://fordvehicles.com).



Explorer Eddie Bauer leather-trimmed interior in Charcoal Black with Camel insert

## 5-STAR SAFETY RATINGS



Explorer has received 5-Star ratings in the National Highway Traffic Safety Administration's (NHTSA) Frontal and Side-Impact crash test. Again.<sup>1</sup>

<sup>1</sup>2006–2008 model years.

### Built to give ▼

In the event of a frontal crash, Explorer's adaptive stroking steering column works like a shock absorber, in conjunction with your safety belt and the front airbag, to help reduce the impact to your chest.



[POWER ▶](#)

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## Standard for 2008: ALL 6 AIRBAGS.

That's right. All 6 airbags are now standard on every Ford Explorer. You get the adaptive front airbags in our class-exclusive Intelligent Safety System™ (ISS), plus front-seat side airbags and the side-curtain airbags in our patented Safety Canopy® System. All standard. And always at the ready. A suite of sophisticated sensors is constantly feeding information to the ISS so it can adjust the performance of the adaptive front airbags, first-in-class adaptive load-limiting safety belt retractors and first-in-class adaptive stroking steering column to enhance your protection in the event of certain frontal collisions. The large side-curtain airbags enhance protection for outboard-seated occupants in the 1st and 2nd rows. And as an added bonus, the 2008 Explorer is actually designed to meet all known U.S. government-regulated frontal and side-impact crash requirements through the 2010 model year.

## Specifications

POWER ▶

VERSATILITY ▶

ENTERTAINMENT ▶

SAFETY ▶

SPECS ▶

## STANDARD FEATURES

## MECHANICAL

4.0L SOHC V6 engine with 5-speed automatic transmission  
 4-wheel Anti-lock Brake System (ABS)  
 16" painted-aluminum wheels  
 P235/70R16 all-season OWL tires  
 130-amp alternator  
 3.55 axle ratio  
 Class II trailer tow hitch receiver  
 Control Trac® 4-wheel-drive system (4x4 models only)  
 Independent front and rear suspension  
 Maintenance-free 72-amp battery

## SAFETY/SECURITY

Adaptive stroking energy-absorbing steering column  
 Adaptive venting driver and front-passenger front airbags<sup>1</sup>  
 AdvanceTrac® with RSC® (Roll Stability Control™)  
 Battery saver  
 Belt-Minder® safety belt reminder  
 Front-Passenger Sensing System  
 Front-seat side airbags<sup>1</sup>  
 Illuminated entry  
 Intelligent Safety System™  
 LATCH — Lower anchors and tether anchors for child-safety seats in 2nd-row outboard seats  
 Safety belts with pretensioners and adaptive load-limiting retractors (adjustable height in 1st row)  
 Safety Canopy® System with side-curtain airbags<sup>1</sup> and rollover sensor  
 SecurLock® passive anti-theft ignition system  
 Tire Pressure Monitoring System (excluding spare)

## INTERIOR

2-line message center with outside temperature display  
 2nd-row 60/40 split-folding bench with recline<sup>2</sup>  
 Air conditioning  
 AM/FM stereo/single-CD player with MP3 capability and auxiliary audio input jack  
 Cargo Management System  
 Coat hooks — 4  
 Cruise control — Steering wheel-mounted  
 Dome/map lights — 1st and 2nd rows  
 Floor console with floor shifter  
 Grab handles — 1 for front passenger, 2 in 2nd row  
 Illuminated glove compartment  
 Illuminated visor vanity mirrors  
 Loadfloor tie-down hooks — 4  
 Manual day/night rearview mirror  
 Power points — 2  
 Power windows with one-touch-down driver-window feature  
 Steering wheel — Leather-wrapped with secondary audio controls

## EXTERIOR

Body-color door handles  
 Fog lamps  
 Grille — Chrome, 4-bar design  
 One-piece liftgate with flip-open rear window  
 Power sideview mirrors with security approach lamps  
 Privacy glass (rear doors, rear quarter windows and liftgate window)  
 Rear-window defroster  
 Remote keyless-entry system with 2 key fobs  
 Roof side rails — Black  
 Wheel-lip moldings — Body-color  
 Windshield wipers — Intermittent front (speed-sensitive) and rear

<sup>1</sup>Always wear your safety belt and secure children in the rear seat. <sup>2</sup>6- and 7-passenger models only.

## FEATURES &amp; OPTIONS

## XLT — 4x2 or 4x4

## EDDIE BAUER — 4x2 or 4x4

## LIMITED — 4x2 or 4x4

## MECHANICAL

○	○	○	4.6L 3-valve V8 engine with 6-speed automatic transmission
●	—	—	16" painted-aluminum wheels
○	—	—	17" machined-aluminum wheels
—	●	—	17" painted-aluminum wheels
○	—	—	18" machined-aluminum wheels
—	○	●	18" chrome-clad aluminum wheels
●	—	—	P235/70R16 all-season OWL tires
○	●	—	P245/65R17 all-season OWL tires
○	○	●	P235/65R18 all-season OWL tires
○	○	○	Non-limited-slip rear axle — 3.73 ratio <sup>3</sup>

## SEATING

●	—	—	Cloth trim — 1st-row bucket seats with 2-way adjustable head restraints and 6-way power driver seat with manual lumbar
○	●	—	Leather trim — 1st-row bucket seats including 10-way power driver seat with power lumbar and recline (vinyl 3rd row, if equipped)
—	○	●	Leather trim — 1st-row heated bucket seats with 10-way power driver seat, including power lumbar, recline and memory, and 6-way power passenger seat with manual lumbar (vinyl 3rd row, if equipped)
—	—	○	Quad Bucket Seating — Includes 2nd-row bucket seats and floor console (requires 3rd-row seat)
○	○	●	3rd-row 50/50 split fold-flat bench seat — Manual
—	○	○	3rd-row 50/50 split fold-flat bench seat — PowerFold™

● Standard ○ Select Availability ○ Optional — Not Available

<sup>3</sup>Requires and only available with Class III/IV Trailer Tow Package with 4.0L V6.

Comparisons based on 2007 competitive models (Truck-based Midsize SUV class, excluding other Ford Motor Company vehicles), publicly available information and Ford certification data at time of printing. Some features discussed may be optional. Vehicles shown may contain optional equipment. Features shown may be offered only in combination with other options or subject to additional ordering requirements or limitations. Dimensions shown may vary due to optional features and/or production variability. Following publication of the catalog, certain changes in standard equipment, options and the like, or product delays may have occurred which would not be included in these pages. Your Ford Dealer is the best source for up-to-date information. Ford Division reserves the right to change product specifications at any time without incurring obligations.



## Specifications

POWER ▶

VERSATILITY ▶

ENTERTAINMENT ▶

SAFETY ▶

SPECS ▶

## FEATURES &amp; OPTIONS

XLT – 4x2 or 4x4		
EDDIE BAUER – 4x2 or 4x4		
LIMITED – 4x2 or 4x4		
INTERIOR		
—	●	●
●	●	—
—	●	●
○	○	●
○	○	●
○	○	○
○	●	●
—	○	○
○	—	—
—	●	●
○	○	○
○	○	○
—	●	●
EXTERIOR		
●	●	●
●	—	●
—	●	—
●	—	●
—	●	—
○	○	○
○	○	●
●	●	—
—	—	●
○	○	○
○	—	—
—	○	○
—	●	●

XLT – 4x2 or 4x4

EDDIE BAUER – 4x2 or 4x4

LIMITED – 4x2 or 4x4

## INTERIOR

4-line message center

Air conditioning — Manual

Air conditioning — Dual-zone Electronic Automatic Temperature Control

Auxiliary rear climate control (requires 3rd-row seat)

Audiophile® Sound System with AM/FM stereo/6-disc in-dash CD changer with MP3 capability, auxiliary audio input jack, subwoofer and 190 watts

Cargo shade — Rear (not available with 3rd-row seat)

Ford SYNC™ — Voice-activated in-vehicle communications and entertainment system

Navigation System — Voice-activated (includes Audiophile Sound System)

Power-adjustable pedals (not available with driver seat with memory)

Power-adjustable pedals with memory

Rear-Seat DVD Entertainment System (requires Convenience Package or Navigation System)

SIRIUS Satellite Radio — Includes 6-month subscription and roof-mounted antenna

Universal Garage Door Opener

## EXTERIOR

Automatic headlamps

Bumpers and wheel-lip moldings — Body-color-painted

Bumpers and wheel-lip moldings — Pueblo Gold-painted

Grille — Chrome, 4-bar design

Grille — Chrome, 3-bar design with nostrils

Heated windshield (not available with Navigation System)

Reverse Sensing System (not available with Ironman® Package)

Roof side rails — Black

Roof side rails — Chrome with black end caps

Roof-rail crossbars

Running boards — Black on XLT

Running boards — Power-deployable; accent color on Eddie Bauer, chrome accent on Limited

Step bars — Pueblo Gold accent on Eddie Bauer, chrome accent on Limited

XLT – 4x2 or 4x4

EDDIE BAUER – 4x2 or 4x4

LIMITED – 4x2 or 4x4

## PACKAGES

Class III/IV Trailer Tow Package — Includes 7-pin trailer wiring harness and connector, 7- to 4-pin adapter and frame-mounted hitch receiver (3.73 non-limited-slip axle required and only available with Class III/IV Trailer Tow Package with 4.0L V6)

Convenience Package — Includes auto-dimming rearview mirror, automatic headlamps, keyless-entry keypad and message center compass display

Eddie Bauer Luxury Package — Includes 10-way power, heated driver seat with power lumbar, recline and memory feature; 6-way power, heated passenger seat; heated sideview mirrors; power-adjustable pedals with memory; Dual-zone Electronic Automatic Temperature Control; and Universal Garage Door Opener

Ironman Package — Includes unique two-tone Black and Stone, heated front leather-trimmed seats; all-weather floor mats in 1st and 2nd rows with Ironman logo on 1st row; unique finish on instrument panel and switch plates; unique 18" machined-aluminum wheels; P235/65R18 all-season OWL tires; black roof side rails with black crossbars; unique black grille, bodyside cladding and wheel-lip moldings; unique front and rear fascias with Ironman logos; removable hitch cover; amber-colored fog lamps; and headlamps with blackout treatment (not available with Reverse Sensing System)

Sun and Satellite Package — Includes power moonroof with sunshade and mini-overhead console, and SIRIUS Satellite Radio with a 6-month subscription and roof-mounted antenna

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## ENGINES

	4.0L SOHC V6	4.6L 3V V8
Horsepower (hp @ rpm)	210 @ 5100	292 @ 5750
Torque (lb.-ft. @ rpm)	254 @ 3700	300 @ 3950

## TRAILER TOWING APPLICATIONS

## MAXIMUM LOADED TRAILER WEIGHT (lbs.)

AXLE RATIO	4.0L SOHC V6	AXLE RATIO	4.6L 3V V8
3.55	4x2 Class II 3500 4x4 Class II 3500	3.55	4x2 Class II 3500 4x4 Class II 3500
3.73	4x2 Class III/IV 5395 4x4 Class III/IV 5225	3.55	4x2 Class III/IV 7310 <sup>1</sup> 4x4 Class III/IV 7130 <sup>1</sup>

<sup>1</sup>Deduct 500 lbs. when equipped with auxiliary rear climate control.

Maximum weights shown are for properly equipped vehicles with required equipment and a 150-lb. driver. Weight of additional options, equipment, passengers and cargo must be deducted from this weight. For additional information, see your Ford Dealer.

Cargo and load capacity limited by weight and weight distribution.

# Specifications

POWER ▶

VERSATILITY ▶

ENTERTAINMENT ▶

SAFETY ▶

SPECS ▶

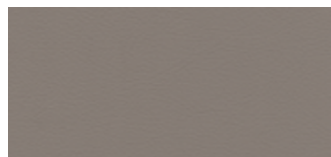
## INTERIORS



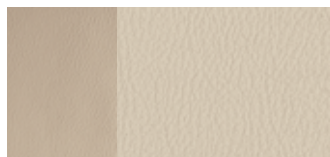
Camel Cloth with Sand Inserts  
Standard on XLT



Medium Light Stone Cloth<sup>1</sup>  
Standard on XLT



Medium Light Stone Leather<sup>1</sup>  
Optional on XLT



Camel Leather with Sand Inserts  
Standard on Eddie Bauer and Limited  
Optional on XLT



Charcoal Black Leather with Camel Inserts  
Standard on Eddie Bauer



Charcoal Black Leather  
with Medium Light Stone Inserts  
Standard on XLT with Ironman<sup>®</sup> Package



Charcoal Black Leather  
Standard on Limited

### CAMEL

### CHARCOAL BLACK

### XLT

● ●	White Suede <sup>2</sup>
● ●	Redfire Metallic
● ●	Dark Blue Pearl Metallic
● ●	Silver Birch Metallic
● ●	Stone Green Metallic <sup>2</sup>
● ●	Black
● ●	Vapor Silver Metallic <sup>2</sup>

### EDDIE BAUER

● ●	White Suede <sup>2</sup>
● ●	Redfire Metallic
● ●	Dark Blue Pearl Metallic
● ●	Stone Green Metallic <sup>2</sup>
● ●	Black
● ●	Dark Cherry Metallic

### LIMITED

● ●	Silver Birch Metallic
● ●	Stone Green Metallic <sup>2</sup>
● ●	Black
● ●	Vapor Silver Metallic <sup>2</sup>
● ●	Dark Cherry Metallic
● ●	White Sand Tri-Coat Metallic <sup>3</sup>

### IRONMAN PACKAGE

● ●	White Suede <sup>2</sup>
● ●	Redfire Metallic
● ●	Silver Birch Metallic
● ●	Black

<sup>1</sup>Charcoal Black environment. <sup>2</sup>New for 2008. <sup>3</sup>Extra-cost option.

## WHEELS

- A** 16" Painted-Aluminum  
Standard on XLT
- B** 18" Machined-Aluminum  
Standard on Ironman Package
- C** 17" Painted-Aluminum  
Standard on Eddie Bauer
- D** 17" Machined-Aluminum  
Optional on XLT
- E** 18" Chrome-Clad Aluminum  
Standard on Limited  
Optional on Eddie Bauer



A

## Specifications

POWER ▶

VERSATILITY ▶

ENTERTAINMENT ▶

SAFETY ▶

SPECS ▶

## EXTERIORS



White Suede



Redfire Metallic



Dark Blue Pearl Metallic



Silver Birch Metallic



Stone Green Metallic



Black



Vapor Silver Metallic



Dark Cherry Metallic



White Sand Tri-Coat Metallic

Ford uses clearcoat paint for beauty and protection. Colors shown are representative only. Not all colors are available on all models. See your dealer for actual paint/trim options. Vehicles shown may contain optional equipment.

**New Vehicle Limited Warranty**

We want your Ford Explorer ownership experience to be the best it can be. So under this warranty, your new vehicle comes with 3-year/36,000-mile Bumper-to-Bumper Coverage, 5-year/60,000-mile Powertrain Warranty Coverage, 5-year/50,000-mile Safety Restraint Coverage, and 5-year/unlimited-mile Corrosion (Perforation) Coverage — all with no deductible. Please ask your Ford Dealer for a copy of this limited warranty.

For more assurance: The 5-year/60,000-mile powertrain limited warranty is fully transferable, has no deductible, and provides you with an additional 2 years or 24,000 miles of coverage — on select components, including the engine and transmission — beyond the standard 3-year/36,000-mile Bumper-to-Bumper Coverage. Roadside Assistance is extended to 5 years or 60,000 miles, so you have the security of knowing that help may be only a phone call away should you run out of fuel, lock yourself out of the vehicle, or need towing. Your Ford Dealer can provide complete details on all of these advantages.



Get the ride you want. Whether you plan to lease or finance, you'll find the choices that are right for you at Ford Credit. Ask your Ford Dealer for details or check us out at [fordcredit.com](http://fordcredit.com).



Genuine Ford Accessories are designed and engineered specifically for Ford vehicles. Visit our website at [fordaccessoriesstore.com](http://fordaccessoriesstore.com) to use the Accessorizer, and to learn about complete accessory details and purchase instructions.



Get Ford Motor Company quality in your auto insurance. Our program offers industry-leading benefits and competitive rates. Call 1-877-367-3847, or visit us at [fordvip.com](http://fordvip.com) for a no-obligation quote. Insurance offered by American Road Services Company (in CA, American Road Insurance Agency), a licensed agency and subsidiary of Ford Motor Company.



For a purchase or lease, the Ford **Extended Service Plan (ESP)** gives you "Peace-of-Mind" protection designed to cover key vehicle components and protect you from the cost of unexpected repairs. Ask your dealer for an ESP, the only service contract backed exclusively by Ford and honored at all Ford Lincoln Mercury dealerships.