

the nineteen hundred and ninety eight

ECONOLINE

VANS WAGONS CUTAWAYS



For business...



Econoline E-250 XL in Toreador Red Clearcoat Metallic.



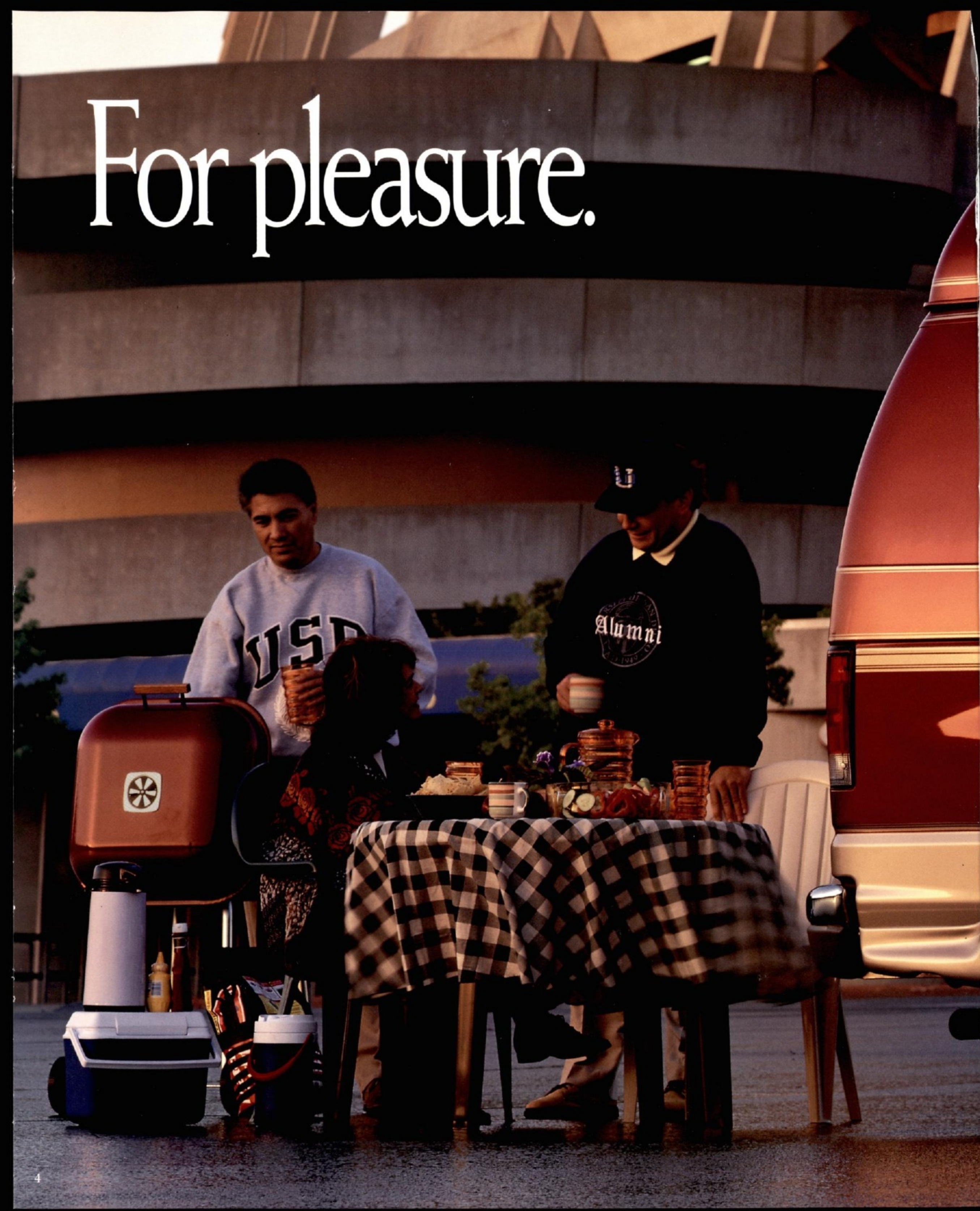
The best full-size van for work or play
because it's Built Ford Tough.



CONTENTS:

ECONOLINE VANS.....2, 3 & 8-11
CLUB WAGON.....12-15
TRITON™ ENGINES.....16, 17
CONVERSION VANS.....4-7 & 18-21
ECONOLINE SAFETY.....22, 23
EQUIPMENT PACKAGES.....24, 25
SPECIFICATIONS.....26, 27
PAINT AND TRIM.....28
OWNERSHIP.....29

For pleasure.



Econoline E-150 van conversion in Toreador Red Clearcoat Metallic.

Ford Econoline... YOU'VE COME TO DEPEND ON IT.



Econoline E-350 in Oxford White is available with the natural-gas-powered 5.4L Triton V8.

We built our first van thirty-seven years ago. Today, it's hard to imagine a world without them. You've come to depend on Econoline.

Where there's a job that needs doing, chances are there's a Ford van doing it. On the construction site. At the animal shelter. At the emergency medical

center. Hauling your plumbing supplies. Your paint crew. Your photographic equipment. Bringing lunch to the crew in the field. Or on location in some remote locale. Delivering overnight packages. Getting the flowers there on time. Picking you up at the airport. Shuttling you to and from the hotel.

There's a recreational, relaxation-oriented side to Econoline, too. Convert it, dress it up, stock it with food and sodas, and load the family for a welcome weekend escape or a week-long vacation to your favorite place far away from the daily grind.

If Ford vans prove to be the best for you in the

long run, you certainly won't be alone. Econoline has been the best-selling full-size van in America for eighteen straight years and, considering this kind of popularity, it should come as no surprise that it has the highest owner loyalty in its class.* You stick with a good thing. Ford Econoline. Built Ford Tough.

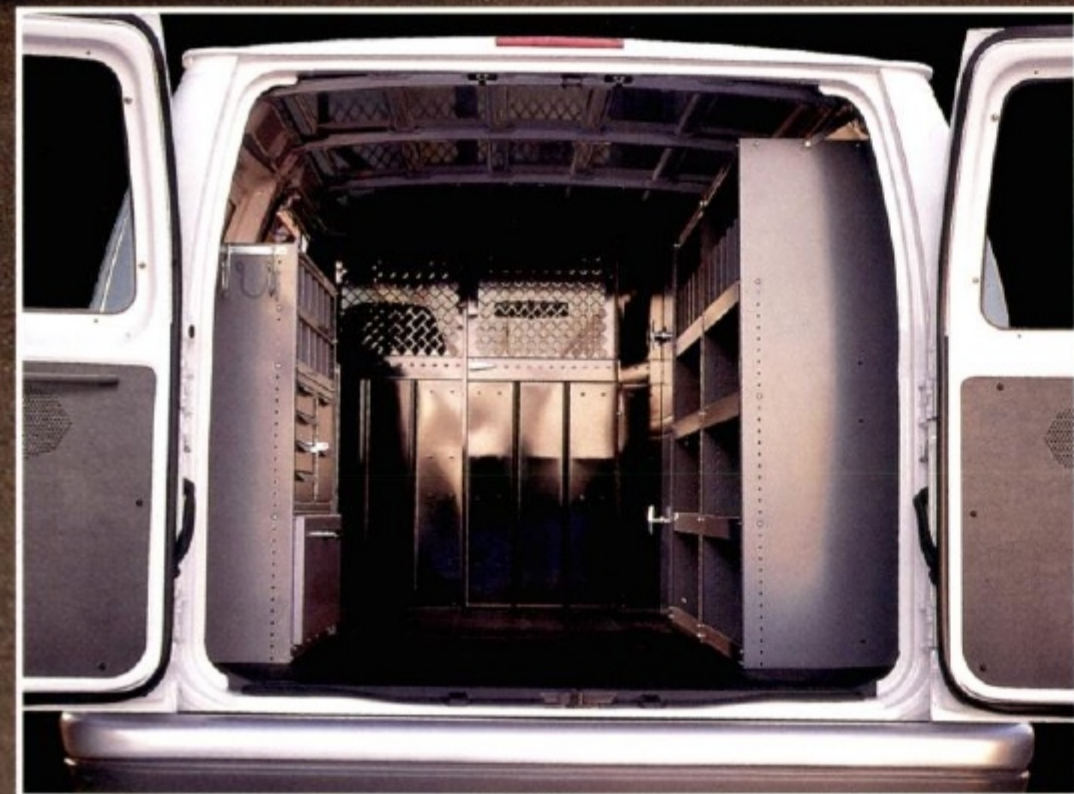
YOUR FORD VAN only comes one way...



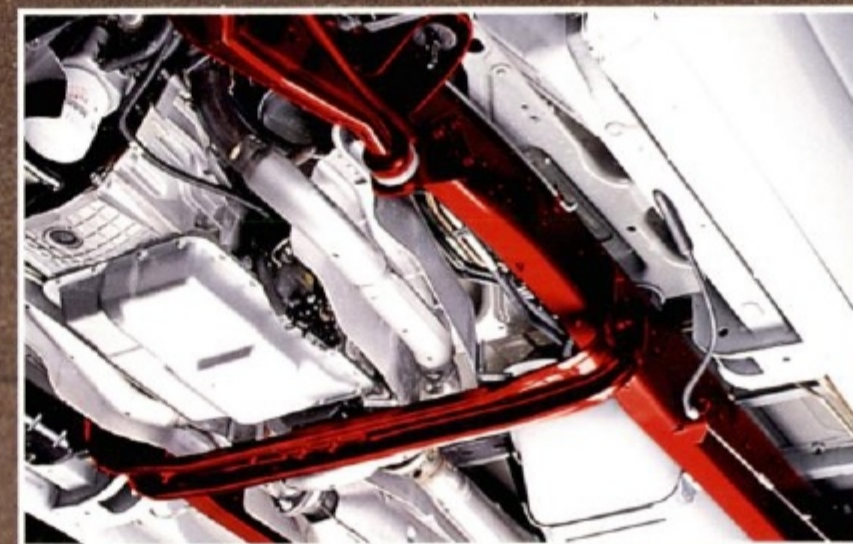
Econoline E-350 Extended Length Van in Light Blue Clearcoat Metallic.



To see how the Ford Business Preferred Program can help take care of you and the trucks you need to run your business, see page 29.



The 1998 Econoline van, shown with available racks and bins system, has up to 309.4 cubic feet of cargo space with the Super Van Package.



Introduced in 1975, robust body-on-frame construction contributes to strength and durability.



Econoline's double-wall bodyside construction helps protect outer walls from cargo dents – and provides a solid feel – tough can be very reassuring.

Be sure to consider CommercialLeaseSM for your Econoline van. It offers lower monthly payments and simplified billing. See page 29 for more on this versatile financing alternative.



Econoline E-350 Extended Length Van in Oxford White.

Econoline Club Wagon.

There's nothing complicated about the Club Wagon. Simply put, it's been the most popular full-size passenger van in America for the past nine years – nothing in its class outsells it.

Choose from three models, all with standard front air conditioning for 1998. The Regular Wagon, with seating for seven or eight passengers. The HD Regular Wagon, with seating for seven or twelve passengers. Or Super Wagon, which seats twelve or fifteen passengers. (See pages 25 and 28 for a listing of trim level availability and content – XL, XLT and the unique 7-passenger Chateau† – plus a schematic of seating configurations and styles.)

The Regular Wagon is powered by the standard 200-hp V6 engine featuring computer electronics and split-port induction. The standard engine on the HD Regular Wagon and Super Wagon is the 5.4L Triton V8 with a fail-safe cooling system.



Super Club Wagon E-350 in Silver Clearcoat Metallic.



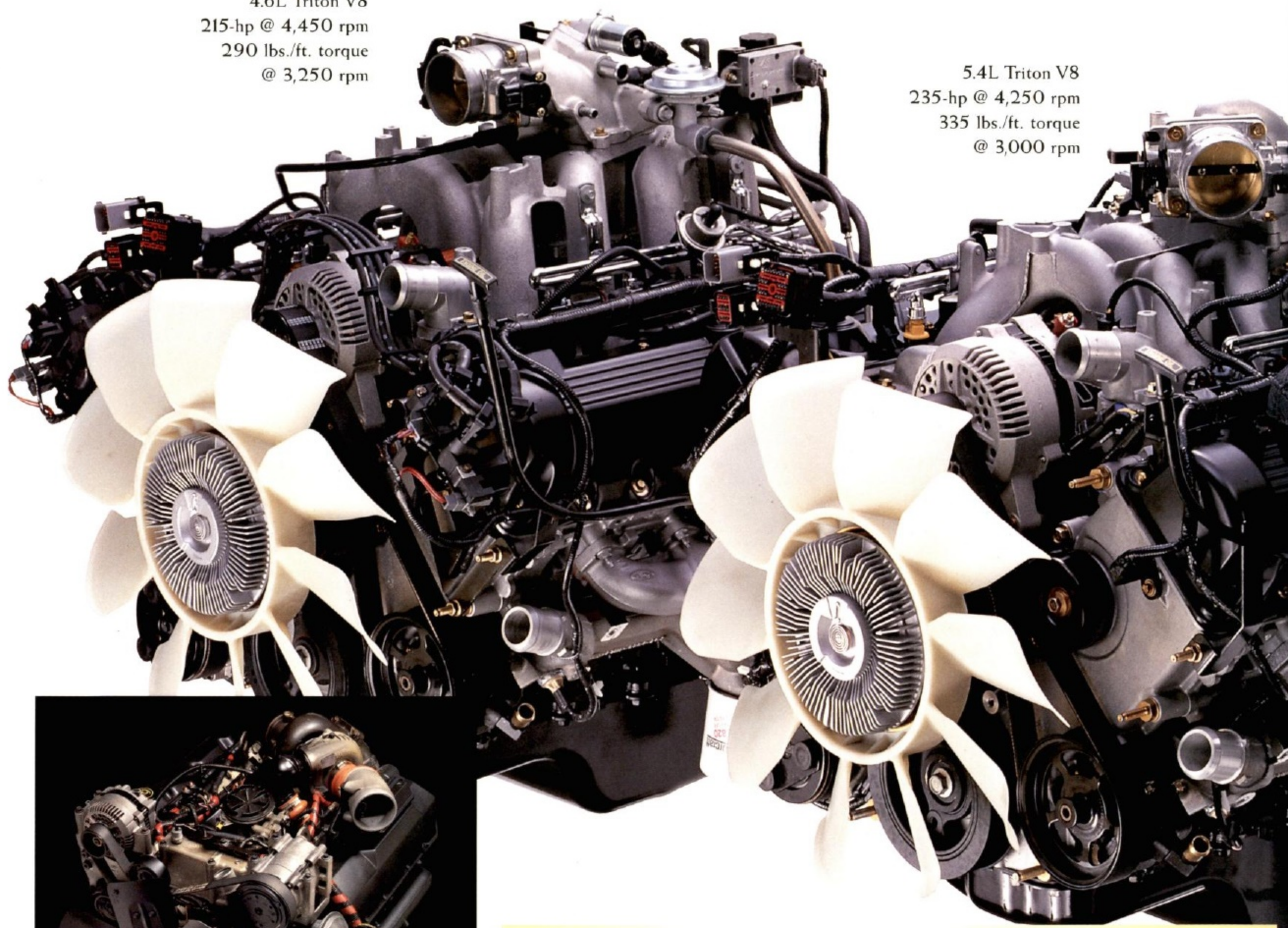
Above: Econoline Super Wagon
15-passenger E-350 XLT in Medium
Graphite shown with seating configura-
tion for 12 passengers.

Left: Optional 7-passenger seating
shown in Medium Graphite. Chateau
is the only full-size van that offers this
unique seating configuration!

NOTHING GETS YOU GOING LIKE

4.6L Triton V8
215-hp @ 4,450 rpm
290 lbs./ft. torque
@ 3,250 rpm

5.4L Triton V8
235-hp @ 4,250 rpm
335 lbs./ft. torque
@ 3,000 rpm



The optional 7.3L V8 Power-Stroke™ DI Turbo Diesel, with full-authority Ford EEC-V electronic engine controls, is the most powerful engine of its kind ever put into a van!



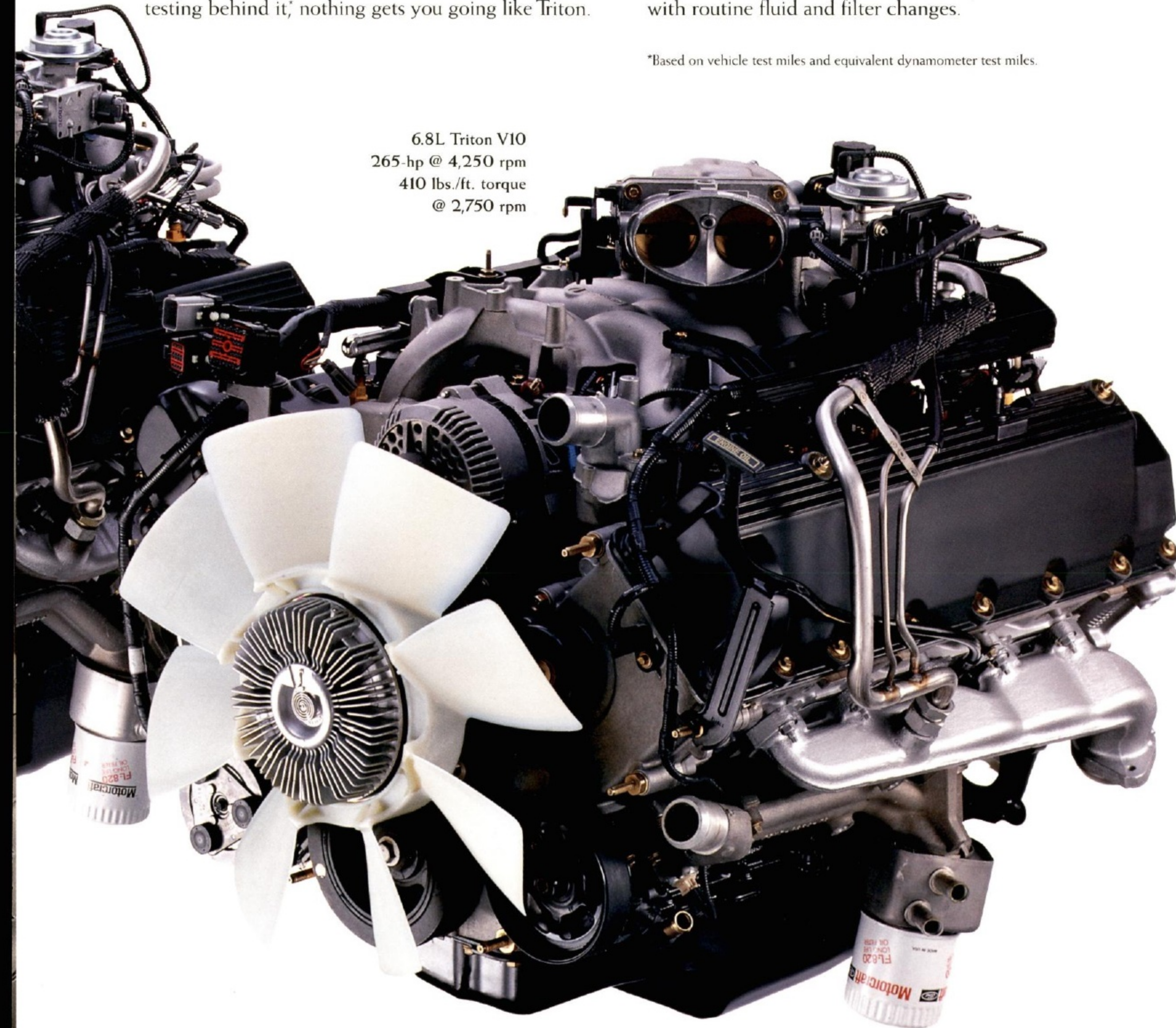
Triton is the first and only van engine to provide a fail-safe cooling system to help protect the engine from damage due to coolant loss!

TRITON™ Low-end torque. Like your tire jack, it's something you don't think about until you need it. To pull your boat trailer out of the lake when your tires are deep in the sand. Or when you're climbing a steep hill. Triton engines feature a specially tuned induction system designed for low rpm/high torque performance. With the equivalent of over 30 million miles of durability testing behind it,* nothing gets you going like Triton.

Triton is also the only overhead-cam engine available in a full-size van! The 6.8L Triton is the first V10 engine offered in a van and features a deep-skirt cylinder block for strength and a steel split-pin crankshaft for stiffness and strength, plus a durable maintenance-free chain. All Econoline gasoline engines can travel 100,000 miles without a first scheduled tune-up under normal driving conditions with routine fluid and filter changes.

*Based on vehicle test miles and equivalent dynamometer test miles.

6.8L Triton V10
265-hp @ 4,250 rpm
410 lbs./ft. torque
@ 2,750 rpm



Van conversions.



NO TWO FAMILIES

ARE ALIKE.

Van-conversion families do have one thing in common... they like to move. You'll find them at tailgate parties on fall Saturdays. At the apple orchard on Sunday afternoon. In summer, you'll find them visiting one of our national parks. Or next to a bass lake in Carolina. Mostly, you'll find them in... an Econoline.

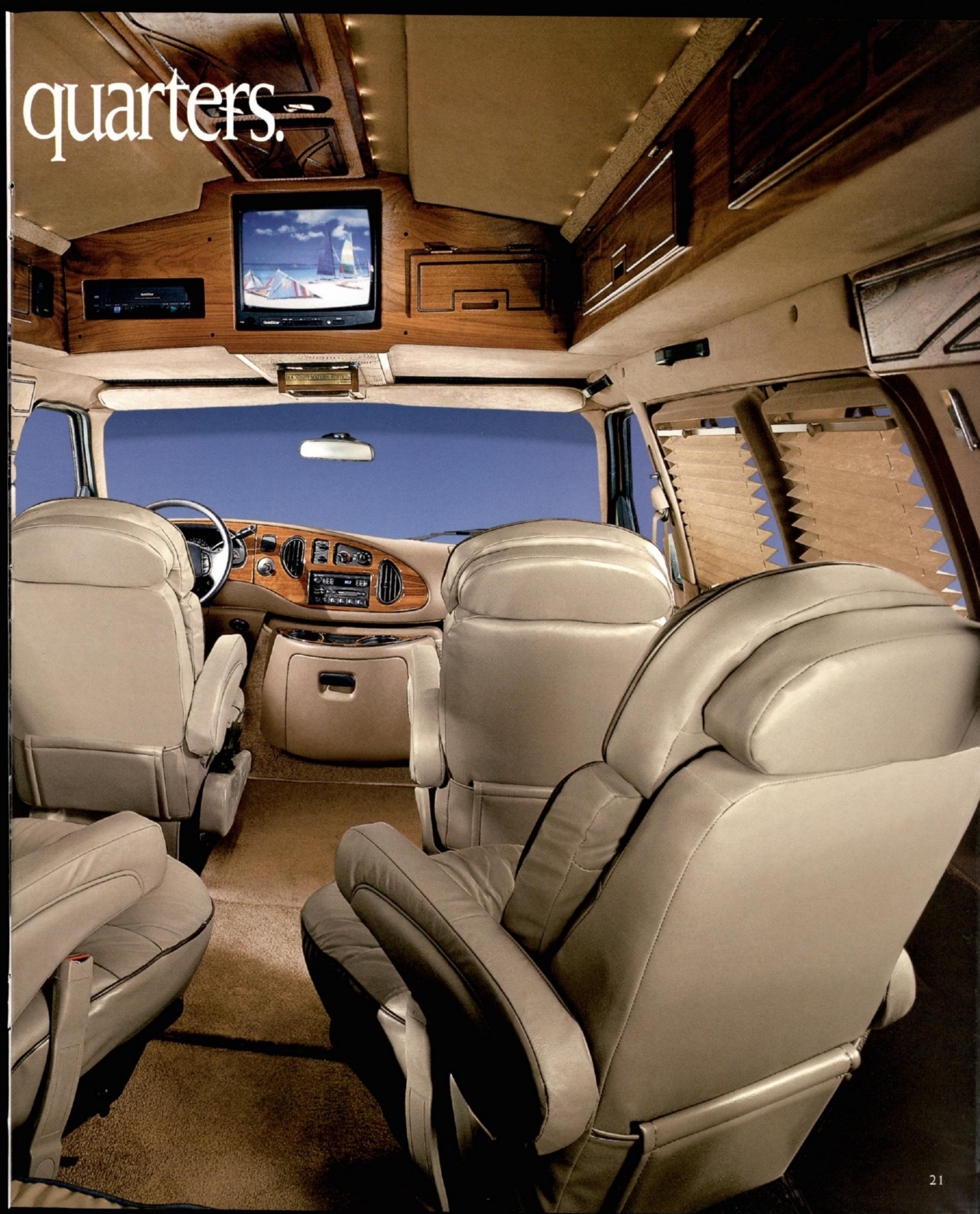


Captain's quarters.

A van conversion is like a cruise ship primed for adventure. Looking for ports of call. With an Econoline van conversion you can be sure to enjoy the time between the stops. With versatile, individualized seating arrangements, including a rear seat/bed, for comfort. With custom audio systems, TVs, video players and video game systems for entertainment. Econoline can even be customized so that every evening everyone on board, even the kids, gets to eat with the captain.

Visit your local Ford Dealer to see some of the fine products customized by our Ford authorized van converters. While you're there, ask about the advantages of financing with a Ford Credit Red Carpet Lease (see page 29 for more details).

Equipment shown is typical of aftermarket van conversions.



A CONTINUING COMMITMENT TO

safety and security.



Rear anti-lock brakes or 4-wheel ABS is standard or available on Econoline Van, Wagon and Cutaway models (except E-Super Duty).

Ford is an industry leader in the use of lower powered, Second Generation air bags. The new Second Generation air bags are designed to further enhance protection for driver and passenger while also reducing the risk posed to occupants, including children and short-statured adults, from potential air bag inflation-related injury.

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



Rear outboard seat occupants' lap and shoulder safety belts.



Front safety belts are height-adjustable for individual comfort.



The available Remote Keyless Entry system includes a remote transmitter that locks and unlocks doors and turns on interior lights from a safe distance. The system also features a "panic" button that activates an audible alarm. Two transmitters are provided.



Side door intrusion beams are integral components of Econoline's strong occupant protection system.

ECONOLINE VAN

	E-150		E-250		E-350	
	Commercial 740A	Recreational* 743A	Commercial 750A	Recreational* 753A	Commercial 760A	Recreational* 763A
P = Preferred Equipment Package feature S = Standard feature O = Optional feature						
Seats						
Dual buckets	S	-	S	-	S	-
Dual captain's chairs without trim	-	O	-	O	-	O
Power driver's seat	-	O	-	O	-	O
Seats not included (manual pedestal)	-	S	-	S	-	S
Seats not included (power pedestal)	-	O	-	O	-	O
Appearance/Comfort/Convenience						
Air conditioning	O	S	O	S	O	S
High-capacity air conditioning (front and rear)	O	-	O	-	O	-
Deluxe engine cover console	O	O	O	O	O	O
Power windows/door locks	-	S	-	S	-	S
Sliding side cargo door	O	O	O	O	O	O
Fixed rear cargo door glass	O	-	O	-	O	-
Fixed side/fixed rear cargo door glass	O	S	O	S	O	S
Swing-out side/fixed rear cargo door glass	O	O	O	O	O	O
Privacy glass	O	O	O	O	O	O
Chrome rear step bumper	O**	-	O**	-	O**	-
Light charcoal rear step bumper	O	-	O	-	O	-
Chrome bumpers	-	S	-	S	-	S
Light and convenience group (1)	O	S	O	S	O	S
Bright swing-out recreational mirrors	O	O	O	O	O	O
Power sail-mount mirrors	-	O	-	O	-	O
Speed control/tilt steering wheel	O	S	O	S	O	S
Power group (locks, windows, mirrors)	O	-	O	-	O	-
Interior Upgrade Package (2)	O	-	O	-	O	-
Exterior Upgrade Package (3)	O	-	O	-	O	-
Safety/Security						
Second Generation depowered driver and passenger air bag supplemental restraint systems	S	S	S/O***	S	O	S
Power brakes with rear anti-lock system	S	-	S	-	S	-
Power brakes with 4-wheel anti-lock system	O	S	O	S	O	S
Remote Keyless Entry system/panic alarm	O	O	O	O	O	O
Audio Systems						
AM/FM stereo, digital clock, two speakers	S	-	S	-	S	-
AM/FM stereo/cassette, digital clock, four speakers (six with RV)	O	S	O	S	O	S
Premium AM/FM stereo/cassette, digital clock, six speakers	-	O	-	O	-	O
Radio credit option (deletes standard radio)	O	-	O	-	O	-
Radio prep package (4)	-	O	-	O	-	O
Performance						
4.2L V6/4-speed automatic OD	S	S	S	S	-	-
4.6L Triton V8/4-speed automatic OD	O	O	-	-	-	-
5.4L Triton V8/electronic 4-speed automatic OD	O	O	O	O	S	S
5.4L Triton natural-gas V8/electronic 4-speed automatic OD	-	-	O	-	O	-
6.8L Triton V10/electronic 4-speed automatic OD	-	-	-	-	O	O
7.3L Power-Stroke™ Turbo Diesel/electronic 4-speed automatic OD	-	-	-	-	O	O
Heavy-duty 130-amp alternator	O	S	O	S	O	S
Extra heavy-duty 215-amp alternator (with 7.3L turbo diesel only)	-	-	-	-	O	O
Heavy-duty auxiliary battery	O	O	O	O	O	O
Engine block heater	O	O	O	O	O	O
Handling package (3)	O	S	O	S	S	S
Heavy-duty service package (5)	O	S	O	S	O	S
Class I trailer towing package (6)	O	S	O	S	S	S
Class II/III/IV trailer towing package (7)	O	O	O	O	O	O

* Incomplete vehicle.
** May only be ordered with Exterior Upgrade Package.
*** Optional on over 8500-lb. GVWR models.

(1) Courtesy lights - all doors, warning chime, headlights-on audible alert, illuminated entry. (2) Full-length carpet, cloth headliner, cloth door trim panels, dual captain's chairs (EZ or EP), cloth sun visors, dash absorber, light and convenience group (see footnote 1), full "B" pillar trim, hardboard side/rear door trim panels. (3) Chrome bumpers, chrome grille, aerodynamic halogen headlamps, full wheel covers. (4) Antenna, speakers, grilles, wiring (deletes radio). (5) Front stabilizer bar and heavy-duty shock absorbers (standard on E-350 van). (6) Dual electric horns, handling package (see footnote 3), heavy-duty alternator. (7) Trailer wiring harness, handling package (see footnote 3), dual electric horns.

CLUB WAGON

	Regular Wagon		HD Regular Wagon		Super Wagon	
	XL 700A	XLT 705A	XL 710A	XLT 713A	XL 721A	XLT 723A
P = Preferred Equipment Package feature S = Standard feature O = Optional feature						
Seats						
8 passengers: two front bucket seats; two 3-passenger rear bench seats	S	-	-	-	-	-
8 passengers: two front captain's chairs; two 3-passenger rear bench seats	-	S	-	-	-	-
12 passengers: two front bucket seats; two 3-passenger rear bench seats; one 4-passenger bench seat	-	-	S	-	O	-
12 passengers: two front captain's chairs; two 3-passenger rear bench seats; one 4-passenger bench seat	-	-	-	S	-	-
15 passengers: two front bucket seats; three 3-passenger rear bench seats; one 4-passenger bench seat	-	-	-	-	S	-
15 passengers: two front captain's chairs; three 3-passenger rear bench seats; one 4-passenger bench seat	-	-	-	-	-	S
Appearance/Comfort/Convenience						
Air conditioning (front only)	S	S	S	S	S	S
High-capacity air conditioning (front and rear)	O	P	O	P	P	P
Power driver's seat	-	O	-	O	-	O
Deluxe engine cover console	O	P	O	P	O	P
Power windows and door locks	O	S	O	S	O	S
Speed control and tilt steering wheel	O	P	O	P	O	P
Sliding side cargo door	O	O	O	O	O	O
Bright swing-out recreational mirrors	O	O	O	O	O	O
Power sail-mount mirrors	-	P	-	P	-	P
Privacy glass	-	O	-	O	-	O
Chateau appearance package (1)	-	O	-	O	-	O
Chrome rear step bumper	O*	O	O*	O	O*	O
Light charcoal rear step bumper	O	-	O	-	O	-
Interior Upgrade Package (2)	O	-	O	-	O	-
Exterior Upgrade Package (3)	O	-	O	-	O	-
Dual illuminated sun visors	-	O	-	O	-	O
Safety/Security						
Second Generation depowered driver and passenger air bag supplemental restraint systems	S	S	S	S	S	S
Power brakes with 4-wheel anti-lock system	S	S	S	S	S	S
Remote Keyless Entry system/panic alarm	O	O	O	O	O	O
Audio systems						
AM/FM stereo, digital clock, four speakers	S	-	S	-	S	-
AM/FM stereo, digital clock, six speakers	-	S	-	S	-	S
AM/FM stereo/cassette, digital clock, four speakers (six speakers with XLT)	O	P	O	P	O	P
Premium AM/FM stereo/cassette, digital clock, six speakers	-	O	-	O	-	O
Performance						
4.2L V6/4-speed automatic OD	S	S	-	-	-	-
4.6L Triton V8/4-speed automatic OD	O	O	-	-	-	-
5.4L Triton V8/electronic 4-speed automatic OD	O	O	S	S	S	S
5.4L Triton natural-gas V8/electronic 4-speed automatic OD	-	-	-	-	O	O
6.8L Triton V10/electronic 4-speed automatic OD	-	-	O	O	O	O
7.3L Power-Stroke™ V8 Turbo Diesel/electronic 4-speed automatic OD	-	-	O	O	O	O
Heavy-duty 130-amp alternator	O	P	O	P	P	P
Heavy-duty auxiliary battery	-	O	-	O	-	O
Engine block heater	O	O	O	O	O	O

* May only be ordered with Exterior Upgrade Package in XL.

(1) Requires XLT Package 705A or 713A and includes leather-wrapped steering wheel, 645 bright cast aluminum wheels (Regular only), 644 16" full wheel covers (Heavy Duty Regular only), lower accent two-tone paint, rear door badge, 7-passenger cloth quad captain's chairs with 3-passenger bench seat. (2) Full-length XLT carpeting, XLT side/rear cargo door trim panels, cloth bucket seats (C2), dash absorber, illuminated entry, headlights-on audible alert, warning chime. (3) Chrome bumpers, chrome grille, aerodynamic halogen headlamps, full wheel covers (with Regular Wagon); sport wheel covers with HD Regular Wagon and Super Wagon.

PAYLOADS, CUTAWAY AND TOWING

ECONOLINE SPECIFICATIONS

Equipment		E-150	E-250 (Below 8500 lbs. GVWR)	E-250 (Over 8500 lbs. GVWR)	E-350
Fuel capacity (gal.)	Standard:	35.0	35.0	35.0	35.0
Electrical:					
Battery (amp-hr.)	Standard:	72	72	72	72
	Optional:	78/75	78/75	78/75	78/75
Alternator (amp.)	Standard:	95	95	95	95
	Optional:	130	130	130	130
Steering	Standard:	Power	Power	Power	Power
Brakes	Standard:	Power/rear anti-lock	Power/rear anti-lock	Power/rear anti-lock	Power/rear anti-lock
	Optional:	4-wheel anti-lock	4-wheel anti-lock	4-wheel anti-lock	4-wheel anti-lock
Construction		Body-on-frame	Body-on-frame	Body-on-frame	Body-on-frame
Shock absorbers	Standard:	Gas-pressurized	Gas-pressurized	Gas-pressurized	Gas-pressurized
	Optional:	Heavy-duty*	Heavy-duty*	Heavy-duty*	—
Springs (combined rating @ ground)		Computer-selected/ single-stage 3,830 lbs.	Computer-selected/ two-stage 4,265 lbs.	Computer-selected/ two-stage 5,545 lbs.†	Computer-selected/ two-stage 6,195 lbs.
Front coil/rear leaf	Standard:	Computer-selected/ single-stage 3,830 lbs.	Computer-selected/ two-stage 4,265 lbs.	Computer-selected/ two-stage 5,545 lbs.†	Computer-selected/ two-stage 6,195 lbs.
Tires (tubeless)	Standard:	P225/75R15SL all-season	LT225/75R16D all-season	LT245/75R16E all-season†	LT245/75R16E all-season
	Optional:	Optional tires in sizes to match Payload/GVWR requirements. Use adequate tires for loads and type of service. Consult your Ford Dealer.			

*Available in optional handling package, heavy-duty service package and trailer towing package only.
†Two-stage 5,345 lb. rear spring and LT225/75R16E all-season tires with 5.4L SEFI V8 engine.

PAYLOAD PACKAGE SELECTOR

Series	Wheelbase	Payload *	GVWR	Tires (minimum)
E-150 Regular Van	138"	1,400 lbs.	6,050 lbs.	P225/75R15SL
	138"	2,020 lbs.	6,700 lbs.	P235/75R15XL
	138"	2,165 lbs.	7,000 lbs. (1)	P235/75R15XL
E-250 Regular Van	138"	2,185 lbs.	7,200 lbs.	LT225/75R16D
	138"	2,530 lbs.	7,900 lbs. (1)	LT225/75R16D
	138"	3,520 lbs.	8,600 lbs.	LT245/75R16E
E-250 Super Van	138"	2,155 lbs.	7,300 lbs.	LT225/75R16D
	138"	2,000 lbs.	7,500 lbs. (1)	LT225/75R16D
	138"	3,385 lbs.	8,600 lbs.	LT245/75R16E
E-250 Regular Van	138"	4,140 lbs.	9,500 lbs.	LT245/75R16E
E-350 Super Van	138"	3,905 lbs.	9,400 lbs.	LT245/75R16E

*Maximum allowable weight of people, cargo and body equipment and is reduced by optional equipment weight.
(1) Available with Recreational Van only.

ECONOLINE/CLUB WAGON TRAILER TOWING APPLICATIONS — Maximum Trailer Weights (lbs.)

Engines	Axle Ratios	GCWR Max.	Regular Van			Super Van		Club Wagon		
			E-150	E-250	E-350	E-250	E-350	Regular	HD Regular	Super
4.2L (256) SEFI V6	3.31	9,000	4100	—	—	—	—	3700	—	—
	3.55	10,000	5100	—	—	—	—	4700	—	—
	3.73	10,500	—	5200	—	5100	—	—	—	—
	4.09	11,000	—	5700	—	5600	—	—	—	—
4.6L (281) SEFI V8	3.31	11,000	6100	—	—	—	—	5600	—	—
	3.55	11,500	6600	—	—	—	—	6100	—	—
	3.73	12,000	6900	—	6500	—	6300	6500	6000	5700
	4.10	13,000	—	7500	—	7400	—	—	—	—
5.4L (330) SEFI V8	3.73	13,000	—	—	7500	—	7300	—	7000	6700
	4.10	13,000	—	—	7500	—	7300	—	7000	6700
	3.55	16,000	—	—	10,000	—	9800	—	9500	9200
	4.10	20,000	—	—	10,000	—	10,000	—	10,000	10,000
6.8L (415) SEFI V10	3.73	15,000	—	—	9300	—	9200	—	8900	8600
	4.10	18,500	—	—	10,000	—	10,000	—	10,000	10,000

Note: The combined weight of the towing vehicle (including hitch, passengers and cargo) and the loaded trailer must not exceed the Gross Combination Weight Rating (GCWR).
Note: See your Ford Dealer for equipment requirements and frontal area restrictions.

Econoline Super Duty Cutaway with 7.3L Power-Stroke™ Turbo Diesel and Aftermarket Ambulance Package



ECONOLINE CUTAWAY SPECIFICATIONS

Series	Commercial		RV		
	E-350	Super Duty	E-350	Super Duty	
Wheelbases (in.)	138/158	158/176	138/158/176	158/176	
GVWRs (lb.) Min./Max.	9,600 SRW/11,500 DRW	14,050 DRW	9,600 SRW/11,500 DRW	14,050 DRW	
Payloads (lb.) Min./Max.	4,920 SRW/6,695 DRW	8,510 (176" WB)/8,610	4,795 SRW/6,550 DRW	8,440 (176" WB)/8,465	
Axles (lb.)					
	Front:	4,600	4,600	4,600	
	Rear:	7,800	9,450	9,450	
Springs—Minimum (lbs.)	Front:	3,900/3,550	4,600	3,900	
(comb. rating @ ground)	Rear:	7,810	9,450	9,450	
Steering		Power	Power	Power	
Brakes	Standard:	Power/rear anti-lock	Power	Power/rear anti-lock	
	Optional:	4-wheel anti-lock	—	4-wheel anti-lock	
Electrical:					
Battery (amp-hr.)	Standard:	72	72	72	
	Optional:	78/75	78/75	78/75	
Alternator (amp.)	Standard:	95	95	95	
	Optional:	130	130	130	
Engines	Standard:	5.4L SEFI V8	6.8L SEFI V10	5.4L SEFI V8	
	Optional:	7.3L Turbo Diesel 6.8L SEFI V10	7.3L Turbo Diesel	7.3L Turbo Diesel 6.8L SEFI V10	
Transmissions		Electronic 4-spd. auto OD	Electronic 4-spd. auto OD	Electronic 4-spd. auto OD	
Fuel tanks (gal.)	Standard:	37.0	55.0	37.0	
Tires	Standard:	LT245/75R16E (SRW) LT225/75R16D (DRW)	LT225/75R16E (DRW)	LT245/75R16E (SRW) LT225/75R16D (DRW)	
	Optional:	Optional tire sizes available to match Payload/GVWR requirements. Use adequate tires for loads and type of service. Consult your dealer.			
Wheels (number, type/rim size)		Four 8-hole disc 7.0K (SRW) Six 8-hole disc 6.0K (DRW)	Six 8-hole disc 6.0K (DRW)	Four 8-hole disc 7.0K (SRW) Six 8-hole disc 6.0K (DRW)	

SRW = Single Rear Wheels. DRW = Dual Rear Wheels. Note: Load rating represents maximum allowable weight of people, cargo and body equipment and is reduced by weight of optional equipment.



Club Wagon E-250 XLT in Caribbean Green Clearcoat Metallic over Silver Clearcoat Metallic. Shown with the Chateau Appearance Package.

SEATING, PAINT AND TRIM



ECONOLINE VAN/CLUB WAGON PAINT AND TRIM COLORS

Exterior Paint Colors	Interior Trim Colors		
	Medium Graphite	Mocha	Denim Blue
Light Saddle Clearcoat Metallic	■	■	
Toreador Red Clearcoat Metallic	■ (1)	■	
Light Blue Clearcoat Metallic	■ (2)		■*
Medium Wedgewood Blue Clearcoat Metallic	■ (1)	■	■*
Caribbean Green Clearcoat Metallic	■ (1)	■	
Deep Forest Green Clearcoat Metallic	■ (1)	■	
Silver Clearcoat Metallic	■ (3)		■*
Black Clearcoat	■ (1)	■	
Oxford White	■ (2)	■	■*

*Recreational vans only.
 (1) Includes a lower accent two-tone treatment in Silver Clearcoat Metallic.
 (2) Includes a lower accent two-tone treatment in Medium Wedgewood Blue Clearcoat Metallic/Silver Clearcoat Metallic.
 (3) Includes a lower accent two-tone treatment in Medium Wedgewood Blue Clearcoat Metallic.
 (1)-(3): All identified as Chateau two-tone combinations for Club Wagon XLT and Heavy-Duty Club Wagon XLT.



Wheels, from left to right:
 15" wheel cover (Regular Wagon);
 15" bright cast aluminum wheel
 (Regular Wagon); 16" sport wheel
 cover (HD Regular Wagon and Super
 Wagon); and 16" forged aluminum
 wheel (Econoline RV van).

OWNERSHIP EXPERIENCE

COMMERCIAL LEASING MADE SIMPLE

Part of Econoline's success over the years can be traced to the fact that over the years we've taken the time to make your business our business. CommercialLeaseSM is our response to your need for flexible vehicle financing. CommercialLease offers lower monthly payments, more working capital and simplified billing. Our commercial purchase plans offer attractive rates and a variety of terms, while the seasonal purchase plan lets you schedule payments to match your cash flow. Ford Credit's staff of highly trained commercial lending professionals will be happy to show you all the financial options available to you. See your local Ford Dealer or contact us at 1-800-706-0997. Or access www.fordcredit.com

BUSINESS PREFERRED PROGRAM


The Ford Business Preferred Program is all about taking care of you and the trucks you need to run your business. It's about listening and understanding. It's knowing who you are, what you want and doing what it takes to meet your needs on a consistent basis - day in and day out.

This program is specifically designed to meet the transportation needs of small- and medium-sized businesses, and we bring a powerful combination of products and services to support you.

Among the things we do is make it easy for you to do business with our Ford Business Preferred dealers. For example, they'll come to your place of business at a time that is convenient for you. They can arrange test drives and product showings that fit your schedule. For many customers, they can offer one easy-to-follow invoice on a monthly basis for all your vehicles' service needs. In essence, we want to help you to reduce the time and administrative expense with managing your businesses vehicles.

For more information on the program and for the name of your nearest Business Preferred dealer, call 1-800-935-3201 extension 150.

FORD CREDIT RED CARPET LEASE

 Ford Credit's 24-month Red Carpet Lease is designed to be easy and trouble free - our primary objective is to deliver the ultimate in customer satisfaction. Advantages of a Ford Credit 24-month Red Carpet Lease include:

More vehicle for the same amount of money as a conventional loan. With Ford's 24-month Red Carpet Lease you may be able to afford an upgrade from a no-options vehicle to a more fully loaded model.

A new vehicle every two years. With a 24-month Red Carpet Lease, you can enjoy driving a new vehicle every two years for a payment that is generally competitive with a conventional four-year loan.

No up-front acquisition or lease-end disposal fees. Unlike other vehicle lease programs, a Red Carpet Lease has no up-front acquisition or lease-end disposal fees.

To learn more about leasing, call toll-free 1-800-LEASE-11 to order a copy of "Leasing Made Easy," a free booklet that helps answer many commonly asked questions, or visit us on the web at <http://www.fordcredit.com/nafo/usa/rcl>.

ROADSIDE ASSISTANCE PROGRAM

Every new Ford includes the assurance of a 24-hour emergency Roadside Assistance Program provided during the 3-year/36,000-mile bumper-to-bumper warranty. Ask your Ford Dealer for complete details on this program and for a copy of the limited warranty.

PRODUCT CHANGES

Following publication of the catalog, certain changes in standard equipment or options, or product delays, may have occurred which would not be included in these pages. Ford reserves the right to change product specifications at any time without incurring obligations.

*Competitive comparisons based on published 1997 competitive data.



Aftermarket transport devices for the physically challenged are available from manufacturers other than Ford.



1998 ECONOLINE

