

Brothers and Sisters,

It is our distinct privilege to serve the men and women of the National Air Traffic Controllers Association. As the hard working, dedicated professionals who run and maintain the National Airspace System, you deserve only the best. We are committed to providing you with not only top-notch representation, but also with exceptional benefits.

That is why we are proud and excited to announce an exclusive new membership benefit: the Ford Partner Recognition Program X-Plan.

Through the Ford Partner Recognition Program X-Plan, the Ford Motor Company offers exclusive prices and savings on its vehicles to Ford partner company employees and their household members. NATCA recently became a Ford Partner, which means our members and their families are eligible to participate in the X-Plan!

Participants of the X-Plan can purchase any Ford vehicle at dealer cost plus one percent, in addition to most other publicly offered programs that are available at your local Ford dealer.

The X-Plan offers not only better vehicle prices, but also a simpler process for purchasing a vehicle. The X-Plan price is established before you visit the dealership, so you don't have to negotiate, and the X-Plan price is clearly marked on the vehicle invoice, which your local dealer will show you upon request.

To participate in this exclusive plan, follow the simple steps listed in the flyer attached with this message. You can also find information about this plan in the benefit programs section of natcamembers.org

NATCA and the Ford Motor Company have a rich shared history. In 1927, the Ford Motor Company produced the first commercial airplane for carrying passengers. Henry Ford's involvement in aviation expanded air traffic control beyond airport boundaries, and he pioneered advancements in radio and navigation aids that enhanced aviation safety.

With our collective purchasing power, we can support the quintessential American automobile manufacturer, whose founder was an ambassador for safe transportation on the ground and in the air, as well as our brothers and sisters of the United Auto Workers union and American labor as a whole.

Now, get out there, and get yourself a Ford!

In solidarity,

Paul M. Rinaldi

President

Trish Gilbert
Executive Vice President

John Bratcher
National Benefits Committee Chair

X-PLAN
PRICING
+ CUSTOMER INCENTIVES
= GREAT SAVINGS



2015

Ford Motor Company's success is largely the result of our special relationship with our Partner organizations. In appreciation, the X-Plan Partner Recognition program offers you exclusive savings on eligible Ford vehicles. See www.fordpartner.com for a complete list of eligible vehicles.

We Value Our Partners

The benefits of X-Plan Pricing

- **Exclusive savings** – X-Plan pricing is available only to Partner company employees and their household members
- **You pay one low price** – no negotiating needed
- **Significant savings** – get X-Plan savings in addition to most other publicly offered programs¹
- **Exceptionally easy to use** – clear, simple procedures and identification requirements

How to Participate

Follow these simple steps to X-Plan savings

- 1 Obtain your organization's Partner Code (if it's not on the back of this card, see your company's Program Ambassador)
- 2 Visit www.fordpartner.com
- 3 Enter your Partner Code; the last four digits of your Social Security Number; and your name, address, city, state and zip code to generate your Personal Identification Number (PIN)
- 4 Visit a participating dealer, identify yourself as an X-Plan Partner Recognition participant, and provide the last four digits of your Social Security Number and your Personal Identification Number (PIN) to confirm eligibility
- 5 Provide proof of employment or organization membership (Download, print and use the letter provided in the benefit programs section of nateamembers.org)
- 6 Select an X-Plan eligible vehicle and ask for a copy of the Invoice to confirm X-Plan pricing

Additional Details

Partner Recognition Program Guidelines

- Partner Recognition pricing is available only to Partner company employees and their household members¹
- Active organization members, employees and their household members² are eligible for X-Plan pricing on at least two new vehicles per year through the program (used vehicles are ineligible)
- Dealer demonstration vehicles are not eligible for X-Plan pricing
- Vehicles may be registered or titled in your state (using federal tax ID number)
- Trade-in allowances must be negotiated separately
- Lease/Financing may be obtained at the discretion of the dealer

¹ See selling dealer for details.
² Driver's licenses are required for proof of address

Special savings, vehicle info and a dealer locator – available at www.fordpartner.com

Everything you need to save on a new X-Plan eligible Ford vehicle awaits you at www.fordpartner.com

- Vehicle information – click the brand logo to visit the Ford brand vehicles site
- In-stock pricing and special offer information

- Locate a dealer in your area
- Partner Recognition Program process frequently asked questions