

May 8, 2015  
 Fleet Order Deadlines for Ford Products

**2015/2016 MY**

| 15/16MY FORD CAR & CROSSOVER  |                                  |                                       |                            |                            |                         |                      |
|---|----------------------------------|---------------------------------------|----------------------------|----------------------------|-------------------------|----------------------|
| VEHICLE LINE / CURRENT MY   | 15 MY Fleet Final Order Due Date | 15 MY Last Day to Spec Change/ Cancel | 15 MY Job Last Date        | 16 MY Order Bank Open Date | 16 MY Scheduling Begins | 16 MY Job #1 Date    |
| <b>Escape</b>   | 4/6/15                           | 4/10/15                               | 6/14/15                    | 4/13/15                    | 5/14/15                 | 6/15/15              |
| <b>Taurus</b><br>Early B/O Array & paint<br>• 100 A<br>• Dark Side (BT)<br>New Array<br>• 100 B     | TBD<br>9/5/14<br>10/29/14        | TBD                                   | TBD<br>11/2/14<br>12/23/14 | TBD                        | TBD                     | TBD<br>11/3/14(15MY) |
| <b>CMAX</b>   | 6/1/15                           | 7/2/15                                | 9/6/15                     | 6/15/15                    | 7/16/15                 | 9/7/15               |
| <b>Fusion – Hermo</b><br><b>Fusion – FRAP</b><br>Early Order Cutoff<br>• PHEV, body styles POP, POS | 1/29/15<br>1/9/15                | 2/6/15                                | 4/1/15<br>4/17/15          | 2/2/15                     | 2/26/15                 | 4/6/15<br>4/20/15    |
| <b>Mustang</b>  | 5/1/15                           | 5/15/15                               | 7/31/15                    | 5/11/15                    | 6/11/15                 | 8/3/15               |
| <b>Fiesta</b>   | 4/6/15                           | 4/10/15                               | 6/26/15                    | 4/15/15                    | 5/21/15                 | 7/6/15               |
| <b>Focus</b>  | 6/1/15                           | 7/2/15                                | 9/6/15                     | 6/15/15                    | 7/16/15                 | 9/7/15               |
| <b>Edge</b>   | TBD                              | TBD                                   | TBD                        | TBD                        | TBD                     | TBD                  |
| <b>Flex</b>   | TBD                              | TBD                                   | TBD                        | TBD                        | TBD                     | TBD                  |

| 15/16MY POLICE INTERCEPTOR SEDAN and UTILITY  |                                  |                                       |                     |                            |                           |                           |
|---|----------------------------------|---------------------------------------|---------------------|----------------------------|---------------------------|---------------------------|
| VEHICLE LINE / CURRENT MY   | 15 MY Fleet Final Order Due Date | 15 MY Last Day to Spec Change/ Cancel | 15 MY Job Last Date | 16 MY Order Bank Open Date | 16 MY Scheduling Begins   | 16 MY Job #1 Date         |
| <b>PI Utility</b><br>Early b/o paint<br>• Ebony(UA)<br>New paint<br>• Shadow Black (G1) | 2/13/15<br>12/19/14              | 2/13/15                               | 5/3/15<br>2/15/15   | 2/16/15                    | 3/12/15                   | 5/4/15<br>3/2/15(15MY)    |
| <b>PI Utility VSO</b><br>• Options<br>• Paint   | 1/16/15<br>TBD                   | 2/6/15<br>TBD                         | 3/20/15<br>TBD      | TBD<br>4/24/15NEW!<br>TBD  | TBD<br>4/24/15NEW!<br>TBD | TBD<br>5/22/15NEW!<br>TBD |
| <b>PI Sedan</b><br>Early b/o paint<br>• Ebony (UA)<br>New paint<br>• Shadow Black (G1)  | 12/19/14<br>TBD                  | TBD                                   | 2/15/15<br>TBD      | TBD                        | TBD                       | TBD<br>3/2/15(15MY)       |
| <b>PI Sedan VSO</b>   | TBD                              | TBD                                   | TBD                 | TBD                        | TBD                       | TBD                       |

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**CAR & TRUCK NOTES:**

- All Dates are subject to change – All changes will be communicated via the Fleet DNB and Fleet.Ford.Com
- Selected vehicle lines and/or options may balance out earlier than reflected due to high demand and/or commodity shortage.
- Shaded boxes indicate dates in the past.

**2014/2015 MY**

| 14/15MY LINCOLN - CROSSOVER / SUV / TRUCK |                                  |                                       |                     |                            |                         |                   |
|---|----------------------------------|---------------------------------------|---------------------|----------------------------|-------------------------|-------------------|
| VEHICLE LINE / CURRENT MY                 | 14 MY Fleet Final Order Due Date | 14 MY Last Day to Spec Change/ Cancel | 14 MY Job Last Date | 15 MY Order Bank Open Date | 15 MY Scheduling Begins | 15 MY Job #1 Date |
| <b>MKT</b>                                | 8/29/14                          | 10/3/14                               | 11/14/14            | 9/15/14                    | 10/16/14                | 1/19/15           |
| EBO Commodities                           |                                  |                                       |                     |                            |                         |                   |
| • Ginger Ale (JY)                         | N/A                              | N/A                                   | 10/21/13            |                            |                         |                   |
| • Crystal Champagne (JZ)                  | N/A                              | N/A                                   | 10/28/13            |                            |                         |                   |
| • Smoked Quartz (TQ)                      | 7/25/14                          |                                       | 8/28/14             |                            |                         |                   |

| 14/15MY FORD TRUCK                      |         |          |          |          |          |            |
|---|---------|----------|----------|----------|----------|------------|
| <b>Flex</b>                             | 8/29/14 | 10/3/14  | 11/14/14 | 9/15/14  | 10/16/14 | 1/19/15    |
| EBO Commodities                         |         |          |          |          |          |            |
| • Ginger Ale (JY)                       | N/A     | N/A      | 10/21/13 |          |          |            |
| • White Suede (WS)                      | N/A     | N/A      | 11/4/13  |          |          |            |
| <b>F-150 – KCAP</b>                     | 9/26/14 | 10/9/14  | 12/23/14 | 7/28/14  | 12/4/14  | 2/16/15    |
| EBO Paint                               |         |          |          |          |          |            |
| • Pale Adobe (LQ)                       | 9/4/14  |          | 10/27/14 |          |          |            |
| • Sterling Gray (UJ)                    |         |          |          |          |          |            |
| • Kodiak Paint (J1)                     |         |          |          |          |          |            |
| • Sunset Paint (D7)                     |         |          |          |          |          |            |
| • Ingot Silver Tu-Tone Paint (UX + 954) |         |          |          |          |          |            |
| <b>VSO</b>                              | 8/15/14 | 9/18/14  | 11/21/14 | 8/25/14  | TBD      | 5/18/15NEW |
| <b>F-150 – DTP</b>                      | 5/23/14 | 6/5/14   | 8/24/14  | 7/16/14  | 8/14/14  | 10/20/14   |
| <b>Edge</b>                             | 9/19/14 | 10/18/14 | 12/23/14 | 10/17/14 | 11/13/14 | 1/19/15    |

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| 15/16MY FORD TRUCK & SUV  |   |   |   |  |  |  |
|---|---|---|---|--|--|--|
| VEHICLE LINE /<br>CURRENT MY  | 15 MY Fleet Final<br>Order Due Date   | 15 MY Last Day<br>to Spec Change/<br>Cancel                           | 15 MY<br>Job Last Date                                  | 16 MY Order<br>Bank Open Date                    | 16 MY<br>Scheduling<br>Begins                    | 16 MY<br>Job #1 Date                             |
| <b>F650/F750</b>  | 9/12/14   | 12/15/14  | 4/30/15   | 4/20/15  | 5/14/15  | 7/13/15  |
| <b>Explorer</b><br>Early B/O Paint<br>• <b>Dark Side (BT)</b>   | 1/30/15<br>10/29/14   | 2/6/15  | 5/3/15<br>12/23/14                                      | 2/2/15   | 3/12/15  | 5/4/15   |
| <b>Econoline</b><br><b>VSO</b>  | 1/22/15<br>1/15/15  | 1/29/15<br>1/29/15  | 4/2/15<br>3/19/15                                       | 1/12/15<br>1/12/15                               | 3/12/15<br>3/12/15                               | 4/6/15<br>5/4/15                                 |
| <b>Transit Connect</b>  | 2/27/15   | N/A   | 6/26/15   | 3/18/15  | 4/16/15  | 6/29/15  |
| <b>Transit</b><br>Early order cut-off<br>• <b>15 Pass wagon</b><br><b>EXCEPT</b><br><b>Jumbo Wagon -</b><br><b>U4X body code</b><br><br><b>VSO</b>      | 5/1/15<br>3/6/15<br><br>4/17/15   | 5/15/15   | 7/31/15<br><br>7/10/15                                  | 5/11/15  | 6/18/15<br><br>6/18/15                           | 8/10/15<br><br>8/31/15                           |
| <b>Super Duty</b><br>Early Order Cut-Off<br>• 450/550 Series<br>• FIN-ST999<br>450/450<br>• VSO Paint<br>• VSO 450/550<br>• VSO Equip,<br>250/350       | 2/27/15<br>1/16/15<br>12/19/14<br><br>12/05/14<br>12/05/14<br>02/06/15                  | 3/6/15<br>1/23/15<br>12/26/14<br><br>12/23/14<br>12/23/14<br>02/17/15 | 5/22/15<br>5/22/15<br><br>4/24/15<br>4/24/15<br>4/24/15 | 3/16/15<br><br><br>3/16/15<br>3/16/15<br>3/16/15 | 4/16/15<br><br><br>4/16/15<br>4/16/15<br>4/16/15 | 5/26/15<br><br><br>7/27/15<br>6/22/15<br>6/22/15 |
| <b>Motorhome</b>  | 2/27/15   | 4/16/15   | 5/29/15   | 3/16/15  | 4/23/15  | 6/1/15   |
| <b>F150</b>   | TBD   | TBD   | TBD   | TBD  | TBD  | TBD  |
| <b>Expedition</b><br>Early B/O Array & Paint<br>• 100 A<br>• 102A<br>• 101A<br>• Vermillion Red (F1)<br>New Array (15MY)<br>• 100 B<br>• 102B<br>• 101B | 5/1/15<br>2/20/15<br>2/20/15<br>2/20/15<br>4/24/15<br><br>2/20/15<br>2/20/15<br>2/20/15 | 5/15/15   | 6/26/15<br>3/27/15<br>3/27/15<br><br>6/1/15             | 5/11/5   | 6/11/15  | 7/20/15<br><br><br><br><br><br>TBD<br>(15MY)     |

\* Due to varying demand, the fleet final order due date may change with little or no advance notice.