

2018-19 MY

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.

VEHICLE LINE	18 MY Fleet Final Order Due Date	18 MY Last Day to Spec Change/Cancel	18 MY Balance Out Date	19 MY Order Bank Open Date	19 MY Scheduling Begins	19 MY Job #1 Date
CMAX	01/05/18	02/15/18	04/27/18	N/A	N/A	N/A
Continental	06/29/18	07/26/18	09/27/18	07/18/18	08/16/18	10/01/18
Econoline VSO	03/19/18 03/02/18	04/12/18 03/23/18	06/21/18 05/25/18	04/18/18 05/14/18	05/17/18 06/14/18	06/25/18 07/23/18
Ecosport	06/01/18	6/21/18	08/31/18	06/11/18	07/12/18	09/03/18
Edge NEW!!	05/04/18	06/14/18	08/30/18	06/13/18	07/12/18	09/04/18
Escape	06/29/18	07/26/18	10/07/18	07/16/18	08/16/18	10/08/18
Expedition	08/03/18	09/13/18	11/18/18	09/17/18	10/18/18	11/19/18
Explorer	06/01/18	06/28/18	09/09/18	06/13/18	07/12/18	09/10/18
Fiesta	06/01/18	06/21/18	09/14/18	06/13/18	07/12/18	09/17/18
F-150 VSO	08/10/18 06/01/18	08/23/18 07/26/18	DTP: 10/21/18 KC: 12/02/18 11/05/18	08/12/18 09/10/18	DTP: 09/13/18 KC: 10/18/18 11/15/18	DTP: 10/22/18 KC: 12/03/18 01/07/19
F-150 Diesel/Police (18MY J2)	N/A	N/A	N/A	01/12/18	DTP: 01/18/18 KC: 01/25/18	DTP: 02/26/18 KC: 03/10/18
Flex	02/02/18	03/01/18	05/11/18	02/12/18	03/22/18	05/14/18
Focus	01/05/18	02/15/18	04/27/18	N/A	N/A	N/A
Fusion	05/04/18	06/07/18	08/03/18	05/14/18	06/21/18	08/13/18

Fleet Distribution News Bulletin FDNB – 1816
 April 20, 2018

VEHICLE LINE	18 MY Fleet Final Order Due Date	18 MY Last Day to Spec Change/Cancel	18 MY Job Last Date	19 MY Order Bank Open Date	19 MY Scheduling Begins	19 MY Job #1 Date
MKC	02/02/18	02/22/18	05/03/18	02/12/18	03/15/18	05/07/18
Medium Truck VSO	03/02/18 02/16/18	03/22/18 02/22/18	06/21/18 05/25/18	03/12/18 04/09/18	05/17/18 05/10/18	06/25/18 07/23/18
MKT	02/02/18	03/01/18	05/11/18	02/12/18	03/22/18	05/14/18
MKX/Nautilus NEW!!	05/04/18	06/14/18	08/30/18	6/13/18	7/12/18	9/04/18
MKZ	05/04/18	06/07/18	08/03/18	05/14/18	06/21/18	08/13/18
Motorhome VSO	03/02/18 02/02/18	04/05/18 03/08/18	06/22/18 05/25/18	03/12/18 04/09/18	04/26/18 05/24/18	06/25/18 07/23/18
Mustang	03/02/18	03/22/18	06/13/18	03/26/18	04/19/18	06/13/18
Navigator	08/03/18	09/13/18	11/18/18	09/17/18	10/18/18	11/19/18
PI Sedan VSO	06/08/18 05/11/18	06/28/18 05/31/18	09/09/18 08/06/18	06/13/18 07/09/18	07/12/18 08/09/18	09/10/18 10/08/18
PI Utility VSO	06/08/18 05/11/18	06/28/18 05/31/18	09/09/18 08/06/18	06/13/18 07/09/18	07/12/18 08/09/18	09/10/18 10/08/18
Ranger	N/A	N/A	N/A	08/13/18	09/13/18	11/26/18
Super Duty*** VSO	03/02/18 02/05/18	04/05/18 03/08/18	06/17/18 05/21/18	03/06/18 04/06/18	05/17/18 06/21/18	06/18/18 07/23/18
Taurus	06/01/18	06/28/18	09/09/18	06/13/18	07/12/18	09/10/18
Transit VSO	05/04/18 04/06/18	05/24/18 04/26/18	08/09/18 07/12/18	05/15/18 06/12/18	06/14/18 07/12/18	08/13/18 09/14/18
Transit Connect	01/05/18	01/18/18	04/30/18	03/19/18	04/12/18	05/28/18

*** Due to the significant manufacturing complexities of balancing production plans for three vehicle lines at Kentucky Truck Plant, the 2018MY Super Duty had an unusual timing plan (November '17 – June '18). We are working with manufacturing to return to more normal Model Year timing for 2019MY and beyond.

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

* Subject to change depending upon RPO Job Last Date

February 13, 2018

TO: COMMERCIAL/BID AND RENTAL CUSTOMERS
 SUBJECT: ORDER CUTOFF DATES FOR 2018 MODEL YEAR

MODEL & PLANT	2018 MY FLEET ORDER CUTOFF DATE	2018 MY BUILD OUT DATES	2018 MY FINAL PSP DATES	ESTIMATED 2019 MY ORDER ACCEPTANCE DATE	ESTIMATED 2019 MY JOB 1 DATE
1500 (DS) Quad & Crew Cab Pickup Warren Truck	4/26/18	7/20/18	065	6/8/18	7/23/18
1500 DS Regular Cab LD Saltillo	4/12 4/26/18	7/14/18	065	6/8/18	7/16/18
Compass Toluca	5/17/18	8/4/18	075	6/8/18	8/6/18
Grand Caravan Windsor	5/17/18	7/13/18	065	6/8/18	7/30/18
Pacifica Windsor	5/17/18	8/3/18	075	6/8/18	8/6/18
Grand Cherokee & Durango Jefferson North	5/17/18	8/25/18	075	6/8/18	8/28/18
ProMaster Saltillo Van	5/17/18	9/15/18	085	6/8/18	9/17/18
300/Challenger/Charger Brampton	5/17/18	7/13/18	065	6/8/18	8/20/18
Wrangler Toledo North	7/19/18	10/27/18	095	9/13/18	10/29/18
Journey & Fiat 500 Toluca	10/11/18	12/22/18	115	11/9/18	1/2/19
2500 (DJ), 3500 (D2) 3500 (DD) & 4500/5500 Cab Chassis (DP) Saltillo	10/11/18	12/22/18	122	11/9/18	1/2/19
ProMaster City Tofas	TBD	TBD	TBD	TBD	TBD
Renegade & 500X Melfi	TBD	TBD	TBD	TBD	TBD

* All dates are subject to revision at FCA's discretion.

To ensure consideration for production, orders must be placed in the Chrysler Order System by the above mentioned dates. **We cannot guarantee production of orders received by Chrysler after the order cutoff date.** Rental orders should be submitted 75 days in advance of the PSP date.

Thank you in advance for your continuing support and business.

Cheryl Ansel
 Head of Business Relations – Fleet Operations