

2021 FLEET U.S. ONLY

FLEET INFORMATION AND REVISION SUMMARY

The following section is reserved for information relative to Fleet orders and is directed specifically toward Fleet business.

Important: Dealerships and Fleet Customers should cascade this document weekly to all employees involved with Fleet business. For your convenience, items that have been added or modified in this issue are marked as "**new item**" or "**revised**" along with the date.

If you have any questions or need clarification regarding the material included in this document, please contact us at 1-866-34-DEALER and select option 3, Thank you!

John Sabol, Manager, Dealer Contact Services

UPDATED PRODUCT INFORMATION

NEW ITEM **10/22/21**

STATE AND LOCAL GOVERNMENT SALES - 22 MY TRANSIT - FINAL ORDER DUE DATE - 10/29/21

Due to production cuts we are pulling ahead the final order due date for 2022 MY Transit to 10/29/21. Please get your orders submitted.

10/01/21

GOVERNMENT SALES (STATE & LOCAL AND FEDERAL) – ‘22MY TRANSIT DEALER PURCHASE ORDER (PO) REQUIREMENT

Given the high demand for the ‘22MY Transit and the reduced production due to the microchip shortage, the Government Sales Department is requiring PO verification to release state & local and federal orders for scheduling. Your action is required for both unscheduled orders and future orders.

Please see the instructions below. Following these instructions will allow your orders to be included in monthly Transit scheduling for government orders.

1. Send an email to GSALES8@ford.com
2. Include the vehicle line (**Transit**), dealership name and ordering dealer sales code in the subject line
3. Scan and attach all PO's for each order
4. Clearly write the following on the PO(s):
 - a) Vehicle Body Code(s)
 - b) Dealer Order Number(s) (quantity must match PO's and order numbers)
 - c) End-User FIN code (must match customer name on PO)

Thank you for your understanding. We know that this is additional work, but it is necessary to verify orders in our current Transit situation.

You are the best dealer network in the State and Local Government industry. Thank you for all that you do for Ford Motor Company each day.

10/01/21

INTRODUCING 1-866-34DEALER & ADDITIONAL FORD PRO CONTACT CENTER

Effective immediately, Ford Pro is launching a new number, 1-866-34-DEALER, dedicated specifically for Dealers. As Ford Pro business continues to scale, 1-866-34-DEALER (1-866-343-3253) will route dealership employees to the right resource as efficiently as possible. In addition, Ford Pro is improving the Interactive Voice Response (IVR) for its current 1-800-34-FLEET phone number to streamline the customer experience and better meet the needs of Ford Pro business.

See attached EFC for detailed information.



8/6/21

GOVERNMENT SALES (STATE & LOCAL AND FEDERAL) – ‘22MY SUPER DUTY DEALER PURCHASE ORDER (PO) REQUIREMENT

Given the high demand for the 2022MY Super Duty and the reduced production due to the microchip shortage, the Government Sales Department is requiring PO verification to release state & local and federal ‘22MY Super Duty orders for scheduling. Your action is required for both unscheduled orders and future orders. **This action is only required for ‘22MY Super Duty.**

Please see the instructions below. Following these instructions will allow your orders to be included in monthly Super Duty scheduling for government orders. **This applies to both state & local and federal government orders.**

5. Send an email to GSALES8@ford.com
6. Include the dealership name and ordering dealer sales code in the subject line
7. Scan and attach all PO’s for each order
8. Clearly write the following on the PO(s):
 - d) Vehicle Body Code(s)
 - e) Dealer Order Number(s) (quantity must match PO(s) and order numbers)
 - f) End-User FIN code (must match customer name on PO)

Thank you for your understanding. We know that this is additional work, but it is necessary to verify orders in our current Super Duty situation. You are the best dealer network in the State and Local Government industry. Thank you for all that you do for Ford Motor Company each day.

Sincerely,
Government Sales Team

09/24/21

2022MY POLICE INTERCEPTOR UTILITY: POLICE PERIMETER ALERT WITH REAR-VIEW CAMERA DISPLAY FUNCTIONALITY UPDATE

Please be advised that there has been a functionality clarification for ‘22MY Police Interceptor Utilities equipped with the Police Perimeter Alert and Rear View Camera displayed in the mirror options. In order for the rear view camera to be displayed in the mirror when Police Perimeter Alert is activated, Rear View Camera On-demand (19V) must be ordered. **Note:** the rear view camera mirror display will still function as intended on the vehicle with this combination, but will not automatically activate when Police Perimeter Alert is activated without Rearview Camera On-Demand (19V). This clarification will be added in the next order guide update.

2022MY VSO SUPERDUTY & F150 SPECIAL PAINT CHANGES

09/10/21

We are pleased to announce the following colors will be offered as regular production Fleet colors available through the 2022MY Super Duty & F150 order guides.

SUPERDUTY

Old VSO order code for reference	New order code
W7514G (Green)	GR
W56beE (Orange)	MB
W4665D (Vermillion red)	E4
M6284F (School Bus Yellow)	BY
W6695F (Yellow)	AT
W7515G (Green Gem)	W6

F150

Old VSO order code for reference	New order code
W7514G (Green)	GR
W5684E (Orange)	MB
W4665D (Vermillion red)	E4
M6284F (School Bus Yellow)	B1
W6695F (Yellow)	AT

09/10/21

2022MY POLICE INTERCEPTOR UTILITY VSO LIGHTING PACKAGES – NOW AVAILABLE FOR IMMEDIATE ORDERING

The VSO department is pleased to continue providing alternative color lighting options for the 2022MY Police Utility. We now have two configurations per option divided by engine type. Please see our VSO catalog located in the VSO section of www.fleet.ford.com for pricing and order requirements. Ensure you are logged into the site. Please ensure to also include the code 'IHD' when ordering. This will place the unit(s) on a VSO hold which allow for visibility and better flexibility when scheduling.

Note: Programable lighting options are not offered via VSO. Please check the regular production order guide for details.

09/10/21

2022MY POLICE INTERCEPTOR UTILITY VSO SPECIAL PAINT

VSO special paint for the PI Utility will require dealers to order the special paint order code only. The component codes will be handled by VSO personnel. As a result every unit will show a hold message. You can still order despite the hold message.

VSO PI UTILITY PAINT ORDER CODES
W7606G - Dark Forest Green
Order Code 12G13
W4650D - 'Fire Engine' Red
Order Code 12R13
W2323C Silver-Grey
Order Code 12M13
W3029N - Tan
Order Code 12J15

PRODUCT INFORMATION REFERENCE SUMMARY

This Reference Summary reflects information published in previous editions of the Fleet DNB
 Previous editions can be accessed by clicking on the link below

http://www.fmcdealer.dealerconnection.com/sites/ford_lm/Sales/FleetSalesandService/fleetdnbs/Pages/default.aspx/Sales >>
[Fleet/Commercial Vehicle Sales & Service](#) >> [Fleet Dealer News Bulletins \(DNBs\)](#)

<u>DNB SUBJECT</u>	<u>DNB REFERENCE</u>
2020my Police Interceptor Utility VSO Special Paint	1907 02//08/19
2020my Police Interceptor Utility VSO Lighting Packages – Now Available For Immediate Ordering	1907 02//08/19
2019my VSO Superduty Special Paint Early Balance Out	1908 02/15/19
2019my Police Interceptor Utility & Sedan VSO Lighting Packages – Now Available For Immediate Ordering	1901 01/04/19
2019my Police Interceptor Utility & Sedan VSO Special Paint	1827 07/06/18
2019my VSO F150 Special Paint – Diesel Engine Restriction	1827 07/06/18
Fusion Hybrid Police – Lighting Packages	1832 08/10/18
	1919 05/03/19

2020/2021

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. Updates in Yellow.

Vehicle Line	21MY	21MY	21MY	22MY	22MY	22MY
	Fleet Final Order Due Date	Last Day to Spec Change/Cancel	Balance Out Date	Order Bank Open Date	Scheduling Begins	Job #1 Date
Aviator	03/05/21	03/11/21	08/30/21	03/15/21	06/17/21	08/30/21
Bronco	09/03/21	09/23/21	12/10/21	10/13/21	10/14/21	12/13/21
Bronco Sport:	07/02/21	08/12/21	11/01/21	08/30/21	09/23/21	11/01/21
Badlands Series (R9D) Outer Banks (96T-AALET) Big Bend (96P-AALAP) Moonroof (17B-A1GAB)	04/30/21					
Corsair	07/30/21	08/12/21	11/02/21	08/16/21	09/23/21	11/02/21
Econoline ***Skipped 20MY	10/09/20	10/09/20	12/23/20	10/12/20	11/12/20	01/04/21
VSO	09/04/20	09/17/20	12/04/20	10/12/20	12/10/20	02/08/21
Ecosport	07/23/21	08/26/21	12/31/21	10/13/21	11/11/21	01/03/22
Edge	07/23/21	08/05/21	10/29/21	08/30/21	09/16/21	10/29/21
Escape	07/30/21	08/12/21	11/02/21	08/16/21	09/23/21	11/02/21
Expedition	09/03/21	10/07/21	12/22/21	10/15/21	11/18/21	01/18/22
Explorer	06/25/21	08/19/21	11/02/21	07/30/21	09/23/21	11/02/21
PI Utility	06/25/21	08/19/21	11/02/21	07/26/21	09/23/21	11/02/21
VSO PI Utility	05/28/21	08/19/21	11/02/21	09/13/21	10/12/21	12/06/21
F-150	05/28/21	DTP:9/02/21 KC: 9/30/21	DTP: 11/14/21 KC: 12/05/21	DTP: 9/30/21 KC: 9/30/21	DTP: 10/14/21 KC: 10/14/21	DTP: 11/15/21 KC: 12/06/21
F-150 Police	6/18/2021			KC:9/30/21	KC: 10/14/21	KC: 12/06/21
VSO	05/28/21	09/30/21	11/08/21	10/25/21	11/12/21	01/10/22
F-150 BEV (Lightning)	N/A	N/A	N/A	TBD	TBD	TBD
Special Services Pkg (ABECH - 66S) on 100A/101A	05/14/21					

continued...

Vehicle Line	21MY Fleet Final Order Due Date	21MY Last Day to Spec Change/ Cancel	21MY Balance Out Date	22MY Order Bank Open Date	22MY Scheduling Begins	22MY Job #1 Date
Maverick	N/A	N/A	N/A	06/08/21	07/15/21	08/18/21
Medium Truck ***Skipped 20MY	10/23/20	10/23/20	12/23/20	10/23/20	11/12/20	01/04/21
VSO	09/04/20	09/17/20	12/04/20	10/12/20	12/10/20	02/08/21
Motorhome	05/21/21	09/30/21	12/10/21	09/22/21	10/21/21	12/13/21
VSO	05/21/21	09/30/21	11/22/21	10/11/21	11/11/21	01/31/22
Mustang	10/01/21	10/14/21	12/23/21	10/11/21	11/18/21	01/03/22
Mustang Mach-E	09/03/21	09/16/21	11/27/21	09/29/21	10/21/21	11/29/21
Nautilus	07/30/21	08/05/21	10/29/21	08/30/21	09/16/21	10/29/21
Navigator	09/03/21	10/07/21	12/22/21	10/15/21	11/18/21	01/18/22
Ranger	06/25/21	09/23/21	12/12/21	09/27/21	10/21/21	12/13/21
Super Duty	KTP: 01/20/21	KTP: 03/18/21	KTP: 07/10/21	KTP: 03/15/21	KTP: 5/27/21	KTP: 07/10/21
VSO	OH: 01/20/21	OH: 04/01/21	OH: 07/21/21	OH: 3/15/21	OH: 6/3/21	OH: 07/28/21
LPO Paint: GR Green (PN4GW) MB Orange (PN4GX) E4 Vermillion Red(PNEGC) AT Yellow (PN4GY) BY School Bus Yellow (PNAHF) W6 Green Gem (PN4DA)	01/20/21	03/11/21	04/26/21	04/26/21	05/13/21	07/05/21
Transit	03/24/21	09/02/21	11/23/21	9/10/2021**	10/07/21	11/23/21
E-Transit	N/A	N/A	N/A	06/21/21	09/23/21	11/15/21
Transit VSO	03/24/21	07/15/21	10/08/21	09/12/21	10/14/21	12/06/21
Transit Connect	12/18/20	01/14/21	04/16/21	01/25/21	02/11/21	04/19/21

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

** Orders input prior to the order bank opening date (9/10), will not be eligible for scheduling. Orders will need to be deleted and resubmitted.

2022/2023

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	22MY Fleet Final Order Due Date	22MY Last Day to Spec Change/ Cancel	22MY Balance Out Date	23MY Order Bank Open Date	23MY Scheduling Begins	23MY Job #1 Date
Econoline	05/28/21	09/30/21	12/23/21	10/27/21	11/11/21	01/18/22
Econoline VSO	05/28/21	09/30/21	11/26/21	11/10/21	12/09/21	02/14/22
Maverick (EN_R9 - 999)	TBD	TBD	TBD	TBD	TBD	TBD
FHEV (EN_S3 - 993)	10/22/21	TBD	TBD	TBD	TBD	TBD
Medium Truck	07/09/21	09/30/21	12/23/21	TBD	11/11/21	01/18/22
Medium Truck VSO	07/09/21	09/30/21	11/26/21	TBD	12/09/21	02/14/22
Super Duty US Fleet Commercial (does not include retail orders) State & Local and Federal Gov't VSO LPO Paint: GR Green (PN4GW) MB Orange (PN4GX) E4 Vermillion Red(PNEGC) AT Yellow (PN4GY) BY School Bus Yellow (PNAHF) W6 Green Gem (PN4DA)	08/13/21 11/12/21 08/13/21 08/13/21					
Transit US Fleet Commercial (does not include retail orders) State & Local and Federal Gov't VSO E-Transit	10/14/2021 10/29/2021 TBD TBD					
Transit Connect Wagon	TBD					
Transit Connect Van	11/12/2021	N/A	TBD	TBD	TBD	TBD

SCHEDULING HELPFUL HINTS

leet orders are prioritized based on two-digit alpha-numeric priority codes indicating month/week orders needs to be built. Numeric priority codes are not valid for Fleet. See Fleet Priority Code Calendar link below for valid priority codes. Please be aware of the following:

- Currently there has been risk to the production plans that is causing demand to be higher than supply. As risk occurs the scheduling volumes have to be adjusted which will cause delays in order to delivery timing (OTD). Please manage customer expectations as we move forward with the production and scheduling process.
- First available priority codes are calculated weekly based on current order bank, available allocation, commodities, and plant downtime. It is very important to review the Fleet DNB weekly as first available priority codes can sometimes change drastically if, for example, a large influx of orders is received.
- Fleet receives a pre-determined production slots each month for weekly scheduling. Once the amount of orders prioritized for that week/month exceeds the available allocation, the first available priority code is moved out to the next week/month.
- Orders are selected for scheduling based on priority code first, then by order receipt date. Despite how long an order has been in the unscheduled order bank, if the plant is not yet filling the production week associated with the requested priority code, the order will remain unscheduled.
- As a general rule of thumb, production dates are at least one month out from order receipt date.
- Every effort is made to accurately estimate the lead times, and to reflect longer lead times of specific commodities. In the absence of adjusted lead times for commodities, please use the high, medium, or low risk rating as a guide.
- This document does not apply to VSO orders.

Please review specific vehicle line information below to assist in ordering vehicles for timely delivery. Every attempt is be made to honor requested Fleet priority code. Due to unforeseen circumstances such as plant downtime or commodity issues, this may not be possible. The information and estimated timing indicated below are correct at time of publication. Availability and timing are subject to change without notice. Acceptance of an order by Ford Motor Company does not constitute a commitment to build or a guaranteed delivery date.

<u>DESIRED PRODUCTION DATE</u>	<u>PRIORITY CODES</u>	<u>PLACE ORDERS BY</u>
November	L1, L2, L3, L4	September 1
December	M1, M2, M3, M4, M5	October 1
January	A1, A2, A3, A4	November 1

- CURRENTLY SCHEDULING FOR **NOVEMBER/DECEMBER** PRODUCTION
- SCHEDULING FOR **JANUARY** PRODUCTION BEGINS **11/11/21**

Week 5 Priority Codes

The system will automatically change Week 5 priority codes to Week 4 whenever a month does not contain a full fifth week. For example, in the month of May, any unscheduled orders placed with "E5" will be changed to "E4".

The 2021 Fleet Priority Code Calendar can be accessed at:

<https://www.fleet.ford.com/orders/resources-support/ordering-production/priority-codes/>

2021 MODEL YEAR

Vehicle Line	First Available Priority Code for new orders	Last Avail. Priority code	Currently filling week ¹	Down Weeks	Estimated Lead Time (Order to Delivery) ²	Possible Scheduling Delays ³
Expedition	M4	M4		12/27, 1/3, 1/10	14-16 weeks	<p>21MY scheduling for fleet balanced out</p> <p>2021MY Expedition Rear inflatable Seat Belt option 52R is no longer available. The new Standard Safety Belt option 52C is now available. The following changes are now available with the updated order guides and pricing.</p> <p>Platinum: The new Standard Safety Belt (52C) will be REQUIRED for all Platinum orders to get scheduled</p> <p>Convenience Package (50E): The new Convenience Package option (50E) is available with the same content as 50A without the rear inflatable belts</p> <p>Please note: Please make changes to Unscheduled orders to avoid a material hold status. Serialized orders have been changed allowing them to now be built.</p> <p>SSV orders balanced out early. The last build week is 9/20/21. All unscheduled orders remaining in the USOB were pulled ahead and scheduled in build week 9/20/21.</p>
F-150 F-150 Police	L1 L2	DTP: L2 KCAP: M1		12/27	8-10 weeks 8-10 weeks	<p>21MY scheduling for fleet balanced out</p> <p>Unscheduled State and Local Government/Commercial orders with the stop/start feature for the following configurations will have stop/start delete (52X) added:</p> <ul style="list-style-type: none"> - 2.7L EcoBoost 4x4, 3.5L EcoBoost 4x4, 5.0L V8 4x4, and 5.0L V8 4x2 (Excluding Police (W1P) <p>Platinum/King Ranch w/Electric Power Steering (GPAAJ) – TBD – optional to add Adaptive Steering (17A/GPAAW) to clear hold</p> <p>17" tire - (T7C) (D3KFS) LT 265/70R17 A/T – Not available for DTP for 21MY</p> <p><u>Late avail:</u></p> <ul style="list-style-type: none"> - (96W) (A9SAG) Spray-in Load Box Bedliner – 10-12 week additional delay - (96L) (B5EAB) Wheel Well Liner – 10-12 weeks additional delay - (53C) (C1CAP) Max Trailer Tow – 8-10 weeks additional delay - (18S) (BLBBS) 6" ext accent running boards – 8-10 weeks additional delay - Tonneau covers (96J, 96T, 96X) 18-20 weeks additional delay – recommend removing from order - (91S) (BYPBL) – PWR 10-way driver seat adj – 8-10 week additional delay - (68P) (AALAK) Snow Plow Prep pkg. – July 2021 <p>Pls note: Restricted paint (LPO) will be scheduled in batches and may result in a scheduling delay of 6 or more weeks. Also, limited opportunity to schedule LPO paint may result in orders being pulled ahead 6 or more weeks.</p> <p>- Green (PN4GW), Orange (PN4GX), Vermillion Red (PNEG), Yellow (PN4GY), School Bus Yellow (PNAHF).</p>
Motorhome	M2	M2		11/22, 12/27	12-14 weeks	21MY scheduling for fleet has balanced out
Mustang	M4	M4		12/27	14-16 weeks	21MY F.O.D.D. – 10/01/2021 - High Performance LS Package (67B, 67G) (DWBAC) balanced out for the MY.
Mustang Mach-E	L4	L4		12/27	10-12 weeks	21MY scheduling balanced out
Navigator	M4	M4		12/27, 1/3, 1/10	14-16 weeks	Inflatable rear seat belt (52R-CPCAD) – No longer an available option for 21MY. Please remove from any unscheduled orders in the USOB The new Standard Safety Belt (52C) is now available

						2 nd Row Console is not available at this time 21MY scheduling for fleet balanced out
Ranger	M2	M2		12/27	12-14 weeks	

2022 MODEL YEAR

Aviator non-livery Livery (J0X, J0W)	A2 C1	TBD	M3-12/13	12/27	16-18 weeks 24-26 weeks	
Bronco	M4	TBD	M3-12/13	12/27	14-16 weeks	Job 1 – 12/13/2021
Bronco Sport	B2	TBD	M1-11/29	12/27	20-22 weeks	Job 1 – 11/01/2021
Corsair	A1	TBD	M1-11/29	12/27	16-18 weeks	Job 1 – 11/02/2021
Econoline	M3	M3	M3-12/13	12/27, 1/3, 1/10	12-14 weeks	(43E)-J3KAM - RR VW CAMERA W/MIRROR – Cancelled for 22MY – deferred to 23MY No Retail or Stock scheduling for 22MY Econoline – orders have to be placed using a FIN code for remainder of the 22MY.
Ecosport	C1	TBD	A1 – 1/3		26-28 weeks	Job 1 – 1/3/2022
Edge	M4	TBD	M1-11/29	12/27	14-16 weeks	Job 1 – 10/29/2021
Escape	B1	TBD	M1-11/29	12/27	20-22 weeks	Job 1 – 11/02/2021
Explorer	A2	TBD	M1-11/29	12/27	16-18 weeks	Job 1 – 11/02/2021
Explorer Police EN AX (3.3L gas) EN BP (FHEV) EN YX (3.0L gas)	B4 C4 B2	TBD	M1-11/29	12/27	22-24 weeks 28-30 weeks 20-22 weeks	Job 1 – 11/02/2021 Pls note: Restricted paint will be scheduled in batches and may result in a scheduling delay of 6 or more weeks. Also, limited opportunity to schedule LPO paint may result in orders being pulled ahead 6 or more weeks. LPO (limited paint) : Sterling Gray Metallic(UJ)(PN3KD), Kodiak Brown(J1)(PNBAB), Blue Metallic(FT)(PN4FT), Smokestone (HG) (PN3FF), Med Brown Metallic(BU)(PNBBB), Arizona Beige (E3) (PN4C5), Dark Toreador(JL)(PNEVA), Dark Blue Solid(LK)(PNKSA), Royal Blue Solid (LM)(PNKSB), Light Blue Met (LN)(PNKSC), Vermilion Solid C/C (E4)(PNEGC), Silver Gray Met(TN)(PNMND), Med Titanium C/C(YG)(PNYAF)
Expedition	B1	TBD	A3 – 1/18	12/27, 1/3, 1/10	20-22 weeks	Job 1 – 1/18/2022
F150 F150 police	C1 C1	TBD	M1-11/29	DTP:12/27 KCAP: 12/27	24-26 weeks 24-26 weeks	Job 1 – 11/15/2021 – DTP Job 1 – 12/06/2021 – KCAP LPO Job 1 – 1/10/2022 Pls note: Restricted paint (LPO) will be scheduled in batches and may result in a scheduling delay of 6 or more weeks. Also, limited opportunity to schedule LPO paint may result in orders being pulled ahead 6 or more weeks. - Green (PN4GW), Orange (PN4GX), Vermillion Red (PNEGC), Yellow (PN4GY), School Bus Yellow (PNAHF).
Maverick EN R9 (2.0L Gas) EN S3 (2.5L)	M3 C2	TBD	M4-12/20	12/27	12-14 weeks 24-26 weeks	2.5L HEV (993-EN S3) F.O.D.D. – 10/22/2021 2.0L Ecoboost (999-EN_R9) F.O.D.D. - TBD

HEV)						HEV additional 12-14 week delay
Medium Truck	M4	M4	M3-12/13	12/27, 1/3, 1/10	14-16 weeks	(55T) LED Tail Lights – 8/02/2021 – Canceled for 22MY – deferred to 23MY Air Brake (67A/FDAAB) is TBD – Please consider changing to Hydraulic Brake (67H/FDAAC)
Motorhome	E3	TBD	M3-12/13	11/22, 12/27	30+ weeks	Job 1 – 12/13/2021
Mustang	A1	TBD	A1 – 1/3	12/27, 2/21, 2/28, 3/7	16-18 weeks	Job 1 – 1/3/2022
Mustang Mach-E	A2	TBD	M4-12/20	10/18, 12/27, 1/3	16-18 weeks	Job 1 – 11/29/2021
Nautilus	M2	TBD	M1-11/29	12/27	12-14 weeks	Job 1 – 10/29/2021
Navigator	B1	TBD	A3 – 1/18	12/27, 1/3, 1/10	20-22 weeks	Job 1 – 1/18/2022
Ranger	C1	TBD	M3-12/13	12/27	24-26 weeks	Job 1 – 12/13/2021
Super Duty	E4	TBD	M1-11/29	KTP: 12/27, 1/3, 1/10 OHAP 12/27, 1/3, 1/10	30+ weeks	22MY F.O.D.D. U.S. Commercial Fleet/VSO – 8/13/2021 22MY F.O.D.D. State & Local and Federal Gov't – 11/12/2021 Due to significantly high demand for the 22MY Super Duty please manage customers expectations in regards to order to delivery timing as we work through the scheduling/production process Lariat Sport pkg. (17L) (AAC33) – 9/07/2021 XLT w/17Y (Tremor) – N/A for 22MY XLT w/53Q or w/53R – TBD Tool box options 62X/62Y BALANCED OUT!! Please Remove Tool box 62X/62Y and replace with Crossed Tool box Matte (19J/A5DAJ)/ Bright (19K/A5DAK) OHAP only - F-600 - Body types F6K & F6L - AFT-Axle Frame Extension – option 63C - 102' Mirror - option 54L F450/F550 XLT Reg Chassis Cab 4x2 – OHAP only restrictions please see below table. 22MY LPO Pls note: Restricted paint will be scheduled in batches and may result in a scheduling delay of 6 or more weeks. Also, limited opportunity to schedule LPO paint may result in orders being pulled ahead 6 or more weeks. Green (PN4GW), Orange (PN4GX), Vermillion Red (PNEG), Yellow (PN4GY), School Bus Yellow (PNAHF), Green Gem (PN4DA), Pacific Gas/Electric Blue (PN4GC)

SUPER DUTY *ATTENTION*****

Attention needed, please review your F450/F550 XLT Reg Chassis Cab 4x2 orders for options that appear to be unscheduled/clean but are not being selected for scheduling. Review the list of options below that are currently not buildable with **F450/F550 XLT Reg Chassis Cab 4x2**. Adjustments to the orders are required for scheduling.

F450/F550 XLT Reg Chassis Cab 4x2 configuration built at Ohio only - Not available with:	
TGJ	Tire - 225/70Rx19.5G BSW A/P
TGM	Tire - 225/70Rx19.5G BSW Traction (includes 4 traction tires on the rear and 2 A/P tires on the front)
LPO paint Option GR	Green

LPO paint Option MB	Orange					
LPO paint Option E4	Vermillion Red/Solid					
LPO paint Option AT	Yellow					
LPO paint Option JW	Green Gem					
LPO paint Option L4	Pacific Gas/Electric Blue					
Option BN	Silver Spruce					
Option E7	Velocity Blue					
Option D4	Rapid Red Tinted Clear					
Option AZ	Star White Metallic Tricoat					
KTP Ship-Thru codes						
E-Transit	C1	TBD	M4-12/20	12/27	24-26 weeks	Job 1 – 11/15/2021
Transit	F1	TBD	M4-12/20	12/27	30+ weeks	Job 1 – 11/23/2021 22MY F.O.D.D. U.S. Commercial Fleet– 10/14/2021 22MY F.O.D.D. State & Local and Federal Gov't – 10/29/2021 High Roof Vans – Additional 8-10 week delay Additional 6-8 week delay: MR/HR Cargo vans with the following content: Interior Upgrade Package (ABBBC/96C) Load Area Protection Package (ABBBD/96D) Front/Rear Aux A/C and Heater (G1EAB/57G)
Transit Connect Wagon	D4	TBD	B1-1/31		30+ weeks	(16V) All weather floor mats – TBD (66F) Remote Start – TBD
Transit Connect Van	F1	TBD	B1-1/31		30+ weeks	(16V) All weather floor mats – TBD (66F) Remote Start – TBD

2023 MODEL YEAR

Econoline	C1	TBD	A3-1/18	12/27, 1/3, 1/10	24-26 weeks	Job 1 – 1/18/2022
Medium Truck	A3	TBD	A3-1/18	12/27, 1/3, 1/10	18-20 weeks	Job 1 – 1/18/2022

¹ First available production week at the plant (not to be confused with "First Available Priority Code"). "First Available Priority Code" is often beyond the first available production week at the plant due to incoming orders exceeding weekly/monthly allocation. This is a point of reference determined when order(s) may be submitted to the plant.

² Every effort is made to accurately estimate the lead times and reflect longer lead times of specific commodities. In the absence of adjusted lead times for commodities, please use the high, medium, or low risk as a guide.

³ High-risk commodity has a lower probability of scheduling. Low-risk commodity has a higher probability of scheduling. Refer also to the *Product Information* section in the Fleet DNB for current material hold information.

⁴ First available applies to Fleet order that are ordered as region 80 or region 87 only.

STATE AND LOCAL GOVERNMENT SALES INFORMATION

6/18/21

GOVERNMENT SALES - 2022 MODEL YEAR (MY) TRANSIT AND F150 GOVERNMENT PRICE CONCESSIONS (GPC'S)

Due to chip shortages we will be reducing our GPCs slightly for 2022 MY and will need to provide GPC's for the Transit BEV and Gas models and the F150 BEV, HEV and Gas models as follows.

Transit

Assigned GPC will be for the E-Transit (BEV) . This will apply to the local, piggyback and primary GPC's for body codes W1X, W1Y, W3X, W5P, W5Z and W9C. For the Gas models we will assign off-invoice option discounts like we did for the 2021 MY F150.

F150

W1C - Assigned GPC will be for the F150 HEV (Crew Cab 4x2). This will apply to the local, piggyback and primary GPC's. For the Gas engine offerings, we will assign off-invoice options discounts like we did for 2021 MY.

W1E – Assigned GPC will be for the F150 Lightning (BEV - Crew Cab 4x4). This will apply to local, piggyback and primary GPC's. For the HEV and Gas engine offerings we will assign off-invoice option discounts like we did for 2021 MY.

****REVISED** 5/21/21**

STATE AND LOCAL GOVERNMENT SALES - 2022 TRANSIT BEV BODY CODE W/GAS OPTION DISCOUNTS

For 2022 the GPC's we assign for the Transit body codes listed below apply to the Battery Electric Vehicle (BEV). For gas models we have also assigned off-invoice option discounts similar to what was done for F150 W1C/E last year. Please make sure you combine the GPC and option discount when bidding gas models.

W1Y, W3X, W5P, W5Z, and W9C

2/12/21

2021 CY FORD POLICE VEHICLE DEALER DEMONSTRATOR PROGRAM

The attached program has been approved again for 2021 CY. The program includes dealer demonstrator incentives for the 2021/2022 MY Police Interceptor Utility and F150 Police Responder. Please make sure that your dealership Government Fleet Sales manager receives this letter.



11/11/20

GOVERNMENT SALES - 2021/2022 - TRANSIT 8 AND 10 PASSENGER SEATING RESTRICTIONS

All – Due to emission regulations the 8 and 10 passenger seating options on select Transit body codes will no longer be offered after 2022 MY. In addition, the options are now restricted to Government orders only (orders with valid Government FIN). At this time we do not want to enter into any new contracts that we will not be able to fulfill. The options are no longer available for retail or commercial orders. Please prepare modifiers in advance so they can plan to convert vans in the future. This action only impacts body codes K1C, K2C, K1Y and K2Y. Thank you in advance for your support in this transition.

GOVERNMENT SALES 2021/2022 INCENTIVE UPDATES –

****REVISED ** 2/12/2021**

Ctrl+Click on the link below for updated information on these 2021/2022 Government Fleet Incentives located on FMCdealer.

https://www.fmcdealer.dealerconnection.com/sites/ford_lm/Sales/FleetSalesandService/GovSales/Pages/default.aspx

State and Local Government

2021 TVPPA Sales Incentive Program Dealer Letter

Police Interceptor and Special Service Vehicle Update

2021 CY Ford Police Events Dealer Reimbursement Program

2021/2022 MY Police Vehicle Upfitter Demonstrator Program

ONGOING GOVERNMENT STATE AND LOCAL SALES REQUEST

2021 POLICE INTERCEPTOR BROCHURE

- We now have available for distribution the newly, Police Interceptor brochure. If you would like copies (limit of 25) please send me (or call 1800-34-FLEET) with your mailing address (no P.O. Box) and we will have copies sent to you.

PRICE PROTECTION CLAIMS PRIOR TO 2020/2021 MODEL YEAR

- Fax 866-278-1510, email lswinson@ford.com

Or mail to -Ford Motor Company
Price Protection - FCIC Government Liaison
Fairlane Plaza North
290 Town Center Drive
Mailbox #117, Suite 5003E
Dearborn, Mi. 48126-4207

STATE AND LOCAL GOVERNMENT SALES REFERENCE SUMMARY

This Reference Summary reflects information published in previous editions of the Fleet DNB
Previous editions can be accessed by clicking on the link below

http://www.fmcdealer.dealerconnection.com/sites/ford_lm/Sales/FleetSalesandService/fleetdnbs/Pages/default.aspx/Sales >>
[Fleet/Commercial Vehicle Sales & Service](#) >> [Fleet Dealer News Bulletins \(DNBs\)](#)

<u>DNB SUBJECT</u>	<u>DNB REFERENCE</u>
21my F59 Stripped Chassis Steering Column Shroud Through Vehicle Special Order	2117 04/30/21
Fleet User Password Policy Changes	2113 04/02/21
State And Local Government Sales – 2021 My Bronco Allocation	2113 04/02/21
Police Interceptor Utility - Daytime Running Lamp Operation	2109 03/05/21
2021 My F150 Police Responder Timing	2102 01/29/21
2022 My Super Duty Contract Rollovers And Extensions	2104 01/29/21
2022my Transit Connect Rollover And Extension Requests	2105 02/05/21
2021 Government Sales Dealer Training	2014 04/09/21
2020 CY Ford Police Vehicle Dealer Demonstrator Program	2011 02/28/20
Government Sales 2021 My TVPPA Program – Dealer Information	2031 08/28/20
Management System (GBMS) Training	2043 10/23/20
State And Local Government Sales - 2021 My Police	