

2019/2020

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 | 19MY Fleet Final Order Due Date | 19MY Last Day to Spec Change/ Cancel | 19MY Balance Out Date | 20MY Order Bank Open Date | 20MY Scheduling Begins | 20MY Job #1 Date |
|--------------|--|---|-----------------------------|---------------------------------|------------------------------|---------------------|
| Continental | 07/05/19 | 07/19/19 | 09/26/19 | 07/08/19 | 08/15/19 | 09/30/19 |
| Econoline | TBD | TBD | TBD | TBD | TBD | TBD |
| VSO | TBD | TBD | TBD | TBD | TBD | TBD |
| Ecosport | 03/01/19 | 03/14/19 | 07/05/19 | 03/11/19 | 04/11/19 | 07/08/19 |
| Edge | TBD | 07/19/19 | 09/27/19 | TBD | TBD | 09/30/19 |
| Escape | 03/29/19 | 04/18/19 | 07/21/19 | 05/13/19 | 06/13/19 | 08/05/19 |
| Expedition | 07/05/19 | 07/25/19 | 10/13/19 | 07/17/19 | 08/15/19 | 10/14/19 |
| Explorer | 11/02/18 | 11/22/18 | 03/01/19 | 01/16/19 | 02/28/19 | 05/06/19 |
| Fiesta | 03/29/19 | 05/09/19 | 08/01/19 | TBD | TBD | TBD |
| F-150 | TBD | DTP: 7/25/19 | DTP: 09/29/19 | TBD | TBD | DTP: 09/30/19 |
| VSO | TBD | KC: 8/15/19 | KC: 11/03/19 | TBD | TBD | KC: 11/04/19 |
| | TBD | 08/15/19 | 09/20/19 | | | 12/02/19 |
| F-150 Police | TBD | TBD | TBD | TBD | TBD | TBD |
| Flex | TBD | TBD | TBD | N/A | N/A | N/A |
| Fusion | 05/03/19 | 05/09/19 | 08/02/19 | 05/14/19 | 06/13/19 | 08/05/19 |
| Police VSO | 05/03/19 | 05/09/19 | 08/02/19 | 05/14/19 | 06/13/19 | 08/05/19 |
| MKC | 03/29/19 | 04/25/19 | 07/21/19 | 05/13/19 | 06/13/19 | 08/05/19 |
| Medium Truck | TBD | TBD | TBD | TBD | TBD | TBD |
| VSO | TBD | TBD | TBD | TBD | TBD | TBD |
| MKT | TBD | TBD | TBD | N/A | N/A | N/A |
| Nautilus | TBD | 07/19/19 | 09/27/19 | TBD | TBD | 09/30/19 |
| MKZ | 05/03/19 | 05/09/19 | 08/02/19 | 05/14/19 | 06/13/19 | 08/05/19 |

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| Motorhome | TBD | TBD | TBD | TBD | TBD | TBD |
| VSO | TBD | TBD | TBD | TBD | TBD | TBD |
| Mustang | 05/03/19 | 05/16/19 | 08/08/19 | 05/14/19 | 06/13/19 | 08/12/19 |
| Navigator | 07/05/19 | 07/25/19 | 10/13/19 | 07/17/19 | 08/15/19 | 10/14/19 |
| PI Sedan | 11/02/18 | 11/22/18 | 03/01/19 | N/A | N/A | N/A |
| VSO | 11/02/18 | 11/22/18 | 03/01/19 | N/A | N/A | N/A |
| PI Utility | 09/21/18 | 11/22/18 | 03/01/19 | 07/02/18 | 02/28/19 | 05/06/19 |
| VSO | 09/21/18 | 11/22/18 | 03/01/19 | 07/02/18 | 03/28/19 | 06/03/19 |
| Ranger | 03/01/19 | 03/21/19 | 06/01/19 | TBD | TBD | TBD |
| Super Duty | 08/02/19 | 08/22/19 | KTP:11/03/19 OHAP:11/14/19 | 08/14/19 | 09/12/19 | KTP:11/04/19 OHAP:11/18/19 |
| VSO | TBD | 08/22/19 | 10/07/19 | TBD | TBD | 12/02/19 |
| Taurus | 11/02/18 | 11/22/18 | 03/01/19 | N/A | N/A | N/A |
| Transit | 05/31/19 | 06/06/19 | 09/05/19 | 06/10/19 | 07/18/19 | 09/09/19 |
| VSO | TBD | TBD | TBD | TBD | TBD | TBD |
| Transit Connect | 02/01/19 | 02/07/19 | 05/04/19 | 02/11/19 | 03/14/19 | 05/06/19 |

** 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