



SCHEDULING HELPFUL HINTS

Fleet 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:

- First available priority codes are calculated weekly based on current order bank, available allocation, controlled 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 amount of allocation (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 will 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> |
|---------------------------------------|------------------------------|-------------------------------|
| March | C1, C2, C3, C4, C5 | February 1 |
| April | D1, D2, D3, D4 | March 1 |
| May | E1, E2, E3, E4, E5 | April 1 |

- CURRENTLY SCHEDULING FOR **MARCH** PRODUCTION
- SCHEDULING FOR **APRIL** PRODUCTION BEGINS 3/15/17

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 2015 Fleet Priority Code Calendar can be accessed at:

https://www.fleet.ford.com/OrderingCenter/ordering_and_production/priority_code.asp



| <u>Vehicle Line</u> | <u>Priority Codes For New Orders</u> | | <u>Currently Filling Week¹</u> | <u>Down Weeks</u> | <u>Estimated Lead Time (Order to Delivery)²</u> | <u>Possible Scheduling Delays³</u> |
|---------------------|--|---------------------------|---|-----------------------|--|---|
| | <u>First Available</u> | <u>Last Available</u> | | | | |

2017 MODEL YEAR

| | | | | | | |
|---------------------|-----|-----|-----------|---|---|---|
| Econoline | E2 | J4 | C5 – 3/27 | 7/3, 7/10 | 12-14 weeks | Strip Chassis E3K/E4K (non-GS064) – incremental 6-8 weeks Reduced Frontal Area Package (AALMZ) not offered in 2017MY |
| F-150 | D4 | H2 | C5 – 3/27 | DTP: 7/3, 7/10 KCAP: 7/3, 7/10 | 10-12 weeks | 2018MY Flex Fuel Ethanol (GBVAK) Late Availability DTP: 9/5/17 KCAP: 10/2/17 |
| Motorhome | D4 | D4 | D4 – 4/24 | | 10-12 weeks | |
| Medium Duty Truck | E4 | J4 | D4 – 4/24 | 7/3, 7/10 | 12-14 weeks | |
| Transit | E2 | H4 | D4 – 4/24 | 7/3, 7/10 | 12-14 weeks | Low transportation delay (incremental 2 weeks): •All MR & HR units |
| Transit Connect | B/O | B/O | B/O | | B/O | |
| Fusion | E2 | E4 | C5 – 3/27 | 6/26, 7/3 | 8-10 weeks | |
| Fusion Hybrid | E4 | E4 | C5 – 3/27 | 6/26, 7/3 | 10-12 weeks | |
| MKZ | D4 | H5 | C5 – 3/27 | 6/26, 7/3 | 8-10 weeks | SELECT SERIES MEDIUM PREMIERE SERIES MEDIUM MOON ROOF CHABA 13.P HIGH |
| Escape | D3 | H4 | D1 – 4/03 | 7/3 | 10-12 weeks | |
| MKC | D3 | H4 | D1 – 4/03 | 7/3 | 10-12 weeks | |
| Expedition | E1 | G1 | C5 – 3/27 | 7/3, 7/10, 7/17 | 8-10 weeks | |
| Navigator | E1 | G1 | C5 – 3/27 | 7/3, 7/10, 7/17 | 8-10 weeks | |
| Explorer Non-Police | D3 | K2 | D1 – 4/03 | 7/3, 7/10 | 10-12 weeks | 20 X 8.5 ALUM WHL TYPE 1 (D2FCQ) HIGH |
| Explorer Police | E1 | K2 | D1 – 4/03 | 7/3, 7/10 | 12-14 weeks | |
| Mustang | D4 | H5 | C5 – 3/27 | 7/3, 7/10 | 8-10 weeks | 64.6 D2UEF 8X18 painted alum whl HIGH |
| Continental | D4 | H2 | D4 – 4/24 | 7/3, 7/10 | 8-10 weeks | |
| Super Duty | E1 | L1 | C5 – 3/27 | KTP: 7/3, 7/10, 7/17 OHAP: 7/3, 7/10 | Super Duty Chassis Cab 8-10 weeks Super Duty Non Chassis Cab 10-12 | <ul style="list-style-type: none"> ADAPTIVE STRG not available on XLT Trim 60.A or 96.D 85.S Spray in Bed liner 64.2 D2FBC WHL 64.8 D2UBE WHL |



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| | | | | | weeks | |
|-------------------|----|----|-----------|-----------------|-------------|---|
| Edge | E2 | H5 | D1 – 4/03 | | 12-14 weeks | Active Steering (62s) HIGH Heated Wiper Park no longer included in Cold Weather Pkg |
| Flex | D2 | F2 | C5 – 3/27 | | 8-10 weeks | |
| MKT | E1 | F2 | D1 – 4/03 | | 12-14 weeks | |
| MKX | D2 | H5 | D1 – 4/03 | | 8-10 weeks | Active Steering (62s) HIGH Premier with Cappuccino late availability. May timeframe for production start |
| Focus | E4 | K2 | D4 – 4/24 | 3/20, 7/3, 7/10 | 12-14 weeks | |
| CMAX | E2 | K2 | D4 – 4/24 | 3/20, 7/3, 7/10 | 12-14 weeks | |
| FIESTA | E4 | J4 | D4 – 4/24 | 7/3, 8/7 | 12-14 weeks | AUTO TRANS 44.A HIGH |
| Taurus Non-Police | D2 | K2 | D1 – 4/03 | 7/3, 7/10 | 8-10 weeks | |
| Taurus Police | E1 | K2 | D1 – 4/03 | 7/3, 7/10 | 12-14 weeks | FWD Police w/3.5L Engine (998) HIGH |

2018 MODEL YEAR

| | | | | | | |
|-----------------|----|-----|-----|----------------|--|--|
| Motorhome | E2 | TBD | TBD | 7/3, 8/7, 8/14 | | USOB Opened 2/28/17 2018MY The manual front heater & air conditioning with suction line (AC__T) – 7/31/17 |
| Transit Connect | F1 | TBD | TBD | | | USOB Opens 3/13/17 School Bus Yellow: Incremental 8 weeks |
| Fusion | F2 | TBD | TBD | 6/26, 7/3 | | USOB Opens 3/13/17 |

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 determine 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.

³High-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.