

State and Local Government Sales - 2016 Model Year Rollout Plan

| | 15 MY | | 16 MY | | | | |
|----------------------------|----------------------------|---------------|-----------------------|--|-------------------|----------------------|-------------|
| Vehicle Line | Fleet Final Order Due Date | Job Last Date | Local GPC's Available | Draft Pricing Available/Start Bidding 16MY | Pricing Available | Order Bank Open Date | Job #1 Date |
| Car | | | | | | | |
| Fusion | 01/29/15 | 04/17/15 | 01/26/15 | 01/26/15 | 02/02/15 | 02/02/15 | 04/06/15 |
| Police Interceptor | | | | | | | |
| Utility | 02/13/15 | 05/03/15 | 02/02/15 | 02/02/15 | 02/16/15 | 02/16/15 | 05/04/15 |
| Crossover/SUV/Truck | | | | | | | |
| Explorer | 01/30/15 | 05/03/15 | 01/26/15 | 01/26/15 | 02/02/15 | 02/02/15 | 05/04/15 |
| Econoline | 01/22/15 | 04/02/15 | 01/05/15 | 01/05/15 | 01/12/15 | 01/12/15 | 04/06/15 |
| Super Duty | 02/27/15 | 05/22/15 | 03/02/15 | 03/02/14 | 03/16/16 | 03/16/15 | 05/26/15 |
| Escape | 04/06/15 | 06/14/15 | 03/31/15 | 03/31/15 | 04/13/15 | 04/13/15 | 06/15/15 |
| Expedition | 05/01/15 | 06/26/15 | 04/27/15 | 04/27/15 | 05/11/15 | 05/11/15 | 07/20/15 |
| Transit Connect | 02/27/15 | 06/26/15 | 03/04/15 | 03/04/15 | 03/18/15 | 03/18/15 | 06/29/15 |