

Hicks, Gwen

From: Tedford, Jon
Sent: Friday, September 09, 2016 9:42 AM
To: Hicks, Gwen
Subject: FW: State and Local Government Sales - 2017 MY Super Duty Price Protection, Extensions and Rollovers

Importance: High

From: Harrison, Pat
Sent: Tuesday, August 09, 2016 9:00 AM
To: Tedford, Jon <jtedford@brokenarrowok.gov>
Subject: FW: State and Local Government Sales - 2017 MY Super Duty Price Protection, Extensions and Rollovers
Importance: High

See below

Patrick Harrison, CPP
Purchasing Manager
City of Broken Arrow
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From: Pam Dewbery [<mailto:pam@bobhurleyford.com>]
Sent: Tuesday, August 09, 2016 8:58 AM
To: Harrison, Pat <PHarrison@BrokenArrowOK.Gov>
Subject: FW: State and Local Government Sales - 2017 MY Super Duty Price Protection, Extensions and Rollovers
Importance: High

Pat,

This is what was sent to us from Ford. Hope this helps.

Thanks,
Pam

From: Anderson, Ronald (R.G.) [<mailto:randers1@ford.com>]
Sent: Tuesday, May 24, 2016 8:10 AM
To: AASCHOCK@AOL.COM; aashford@lee-smith.com; acardinale@majorpolicesupply.com; ADAMGAFFNEY@DICKSMITH.COM; admirs@prestigegarland.com; advantage@fleetsharepro.com; AFONTANA@BOBBELL.COM; AGATTIS@CALDWELLCOUNTRY.COM; Ahardeman@hardyautomotive.com; aharris@horizonford.com; akkuehn@cox.net; AKRUZN@aol.com; Alan Wiley; alanrosner@spford.com; alm@statewideford.com; andyeldridge@fusz.com; Annette@greshamford.com; apbrown22@hotmail.com; ASHLEY.HILLIS@MIDDLETOWNFORD.COM; aunderwood@tedrussell.com; barryvp@yahoo.com; bauer15057@yahoo.com; bbrown@tallasseeautomotive.com; bbruce@stiversonline.com; bcampbell@signatureautogroup.com; bchrisman@helfmanford.com; bennettf@bellsouth.net; bletcher@jwford.com; bfrye@gemcityford.com; bhasebe@hendersonfamilyford.com; bhoat@bellsouth.net; Bill Fell; bill@bobhurleyford.com;

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Subject: FW: State and Local Government Sales - 2017 MY Super Duty Price Protection, Extensions and Rollovers

Importance: High

If you have submitted a request to extend or rollovers your Super Duty contracts as directed below, please do this in the next week or so. Thanks.

Ron Anderson

State and Local Government Sales Manager

Phone: (313) 390-1058; Fax: (313) 337-8037

All – As I indicated below, we want to retain as many Super Duty contracts for 2017 MY as possible. If your contract was new for 2016 MY I have approval to provide carryover concessions by body code. So once pricing becomes available and if the customer is willing to accept the price increase from 2016 MY to 2017 MY we can extend or rollover the contract with carryover concessions. All I would need is an FCM rollover or new request and a copy of the contract term page to extend or roll the contract for 2017 MY. This should help us retain some of the contracts. Thank you for your support.

Ron Anderson

State and Local Government Sales Manager

Phone: (313) 390-1058; Fax: (313) 337-8037

From: Anderson, Ronald (R.G.)

Sent: Tuesday, March 08, 2016 12:32 PM

To: Swinson, LaSalle (R.)

Cc: Clark, Scott (S.R.); Cobb, Don (.); Dugan, Greg (G.M.); Hoe, Steven (S.R.); Morgan, James (J.W.); Nichols, Jeffrey (J.A.)

Subject: State and Local Government Sales - 2017 MY Super Duty Price Protection, Extensions and Rollovers

2017 MY Super Duty – Price Protection, Extensions and Rollovers

Since the 2017 MY Super Duty is an all new vehicle, Government Sales will not be able to price protect, extend or rollover most 2016 MY contracts. We will, however, be open to negotiating with existing customers to see if we can retain the contracts without rebidding for 2017 MY (i.e., see if customer is willing to accept a price increase). In addition, if the bid date and order submissions for the 2016 MY Super Duty occur before the final order due date and Ford Motor Company is unable to build the vehicles they will be price protected for 2017 MY.

Below is listed some of the key dates as we transition from the 2016 MY to 2017 MY Super Duty. The final order due date is currently planned for 4/1/16. We are assuming the date may get pulled ahead due to a surge of orders so please get your orders in as soon as possible to ensure you can meet demand while the new Super Duty ramps up in production.

Key Dates

Super Duty

16 MY Final Order Due Date: 4/1/16

16 MY Job Last Date: 7/3/16

17 MY Order Bank Open Date: 4/13/16

17 MY Job #1 Date: KTP - 7/11/16; OHAP - 8/15/16

Ron Anderson

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