

Scott Schultz

From: Laura Torbett <laura.torbett@duvalfleet.com>
Sent: Tuesday, August 31, 2021 9:14 AM
To: Laura Torbett
Subject: '22MY Super Duty Dealer Purchase Order (PO) Requirement

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Good Morning, I sure hope every one is doing well.

I just wanted to forward the latest email from Ford on the Super Duty, just as a reminder. I know it's a very hectic time of year. Don't shoot the messenger :))

If you need a 2022 Super duty next year please send me a PO or Letter to place your order as soon as you can. We have to show proof of order, unfortunately they will not allow us to order stock. Sending the PO now gives you the best chance possible to take delivery next year. Ordering prior to 9/30/21 will also lock you in to 2021 Pricing. All SD Models will be going up in price starting 10/1/21.

Any questions please call my Direct Line 904-568-6027. I'm here to help any way I can.

Laura Torbett
Duval Fleet
Government Sales
Phone: (904) 388-2144
Direct Line: (904) 381-6599

Begin forwarded message:

From: "Morgan, James (J.W.)" <jmorga12@ford.com>
Subject: FW: Government Sales (State & Local and Federal) – '22MY Super Duty Dealer Purchase Order (PO) Requirement
Date: August 31, 2021 at 8:40:46 AM EDT
To: Undisclosed recipients;

WARNING - External Email: This email originated outside of Duval Motors. DO NOT CLICK links or attachments unless you recognize the sender and know the content is safe.

I believe all of you have seen this email from Ron, but just in case.....Review your Super Duty orders that are in the system and make sure you have sent a copy of the PO's to GSALES8@FORD.COM per instructions below. It may well be 5 or 6 months before you can order a Super Duty again after the order bank closes. Right now it's showing government orders will be cut off mid-November. Count on it being sooner than that. Let your customers know to get PO's in to you if at all possible.

James Morgan
Government Sales Manager
Commercial Vehicle Operations – Ford Motor Company
901-230-0125



From: Anderson, Ronald (R.G.) <randers1@ford.com>

Sent: Monday, August 9, 2021 11:04 AM

Subject: Government Sales (State & Local and Federal) – '22MY Super Duty Dealer Purchase Order (PO) Requirement

All - 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.**

1. Send an email to GSALES8@ford.com
2. Include the 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 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.

Ron Anderson

Ford Motor Company

State and Local Government Sales Manager

Commercial Vehicle Operations

Cellphone: (586) 295-5216

Email: randers1@ford.com

