

**Questions & Answers**

(DEADLINE August 28, 2024)

#2

- 3. For units that are stocked through retail allocation with Ford rather than fleet allocation, would the buyer also be responsible for paying the dealer fee that applies to retail deals? In Florida, dealers must apply fees equally to all buyers and must disclose the fee in all sales documents for retail deals.**

**Answer:** The dealer fees, tag and title fees, and miscellaneous fees would be negotiated on an individual basis with the eligible supplier.

- 4. In situations where a buyer needs a specific unit that we do not have available in our stock inventory and cannot locate via dealer trade, would we be able to order the unit for production and ask that they buyer wait for production? And if not, what damages would we be liable for in that situation?**

**Answer:** Suppliers must ensure that the vehicle(s) offered are available for immediate delivery from inventory upon the award of the contract. Any ordered vehicle included within the pricing sheet or added as an exception, once in inventory, would be eligible for a purchase order issued under this agreement. A purchase order will not be issued until a requisite vehicle is available from inventory to mitigate damages.