From: Tavis Campbell <tocampbell@hudson.oh.us> Sent: Tuesday, October 4, 2022 11:18 AM To: Chief Perry Tabak <ptabak@hudson.oh.us> Subject: Fwd: 2021 and 2022 orders

This is the email I received from Derek Powers at Montrose Ford.

## Get Outlook for iOS

From: Derek Powers <<u>dpowers@gomontrose.com</u>> Sent: Tuesday, September 27, 2022 7:14:44 AM To: Tavis Campbell <<u>tocampbell@hudson.oh.us</u>> Subject: RE: 2021 and 2022 orders

**CAUTION:** This email originated from outside the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Well I have some very bad news. Ford cancelled all of my unscheduled units, a total of 423. So we will not be getting your 2022 ordered units.

Ford also will not price protect into the 2023 model year, and the price has increased from 2022 to 2023 by \$9,000 per car.

Ford also decided to close the 2023 order bank back on 9/9/2022 with only a 3 day notice to dealerships.

I was able to place orders for 896 of the 2023's before the order bank closed and 3 of them have your name on them. I can go in and add you to more of them if I need to.

I know this is not the news you wanted, nor did I, but it's what we are dealt.

Thank you, Derek Powers Fleet/Gov./Comm. Sales Mgr. Office: (330) 666-0711 x162 Mobile: (419) 606-5659 Montrose Ford 3960 Medina Rd Akron, OH 44333

