



# FleetWire

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## KEY ORDERING DEADLINES APPROACH

As we approach the end of the 2016 model year ordering cycle, it is important to remember that all order cutoff dates are subject to change, sometimes without advance notice from the manufacturer. Please be aware that placing an order with a manufacturer on or before the scheduled cutoff date does not necessarily guarantee order fulfillment.

To help secure vehicles with preferred specifications, please submit your final orders as early as possible, or no later than 12:00 noon two business days prior to the scheduled manufacturer cutoff date. Your ARI representative is on hand to assist you with your ordering needs.

For a full online schedule of manufacturer ordering deadlines and production dates, please visit the ARI website at <http://www.arifleet.com> click on the *Resources* tab and look for the *Build-out / Start-up Dates* link on the right-hand side of the page.

Or click here: <http://www.arifleet.com/resources/manufacturing-updates/build-out-start-up-dates/>.

The following are the U.S. 2016 model year manufacturer ordering deadlines through 7/15/16.

Make / Model	2016 Final Order Due Date	2017 Order Bank Opening Date
Chevrolet Silverado/GMC Sierra HD Regular and Double Cab models <i>with SEO paint content</i>	Closed <b>*REVISED*</b>	8/18/16
Cadillac Escalade/Escalade ESV <i>with or without SEO content</i>	6/23/16	7/7/16
Chevrolet Silverado/GMC Sierra LD Regular and Double Cab models <i>with or without SEO equipment content</i>	6/23/16	4/28/16
Chevrolet Silverado/GMC Sierra HD Regular and Double Cab models <i>with or without SEO equipment content</i>	6/23/16	8/18/16
Chevrolet Suburban/GMC Yukon XL <i>with or without SEO content</i>	6/23/16	7/7/16

Make / Model	2016 Final Order Due Date	2017 Order Bank Opening Date
Chevrolet Tahoe/GMC Yukon <i>with or without SEO content</i>	6/23/16	7/7/16
Ford F-150 <i>without VSO content</i>	7/1/16	7/18/16
Nissan NV 1500/2500/3500 and NV Passenger	7/1/16	6/15/16
Subaru Crosstrek (non-Hybrid)	7/1/16	8/1/16
Toyota Highlander and Highlander Hybrid	7/11/16	8/10/16

### GM TRUCKS SEO PAINT ORDERING DEADLINE ACCELERATED

The ordering deadline for all 2016 Chevrolet Silverado/GMC Sierra HD Regular and Double Cab models with Special Equipment Option (SEO) paint content has been accelerated. Previously scheduled for 6/23/16, GM announced on 6/13/16 that no further orders would be accepted, effective immediately.

GM will begin accepting orders for 2017 Chevrolet Silverado/GMC Sierra HD Regular and Double Cab models on 8/18/16. Production startup dates for SEO paint and equipment options are to be determined.

### FORD RECALLS E-SERIES

Ford Motor Company is issuing a compliance recall for certain 2011 through 2015 model year E-Series Cutaway and Stripped Chassis vehicles equipped with a 6.8L 2V gas engine.

In some of the affected vehicles, the engine may not comply with government emissions standards when tested using the latest Environmental Protection Agency test procedures. To remedy this condition, dealers will need to reprogram the powertrain control module software.

Undelivered vehicles affected by safety recalls must be repaired prior to delivery. For in-service vehicles, Ford will notify owners of record instructing them to make a service appointment with their dealership. All repairs related to manufacturer recalls are performed at no charge to the customer.

### 2016 RAPID ORDER FUSIONS SOLD OUT

Ford recently confirmed that there are no more 2016 MY Fusions available in the Rapid Order Fulfillment Program. There are currently 46 2017 MY Fusions on the ground and ready for immediate acquisition. Equipped with the 200A Array, the units are stocked in a variety of colors and available with either the 2.5L i-VCT or 1.5L EcoBoost® engine.

The Fusion Rapid Order Fulfillment Program provides an ongoing inventory of vehicles to meet the urgent or special needs of fleet customers. Ford's target lead time from order placement to the delivering dealership is 25 days, depending on geographic location.

All current National Fleet Incentives apply to eligible customers on vehicles acquired through the program. Ford charges a \$250 processing fee per vehicle for use of this program.

To learn more, please contact your ARI representative.

### FIND ADDITIONAL INDUSTRY NEWS ONLINE

For help in planning your fleet purchases and production tracking, you can access vital news from all the major vehicle manufacturers as it becomes available at <http://www.arifleet.com>. This webpage also offers current industry news including fleet sustainability information and driver safety tips. You can also find a monthly fuel cost report and announcements from ARI.

### KEY PRODUCTION DELAYS

**RED** indicates new or revised information. For a complete listing of the latest lead times, downtime and production delays, please visit <http://www.arifleet.com/resources/manufacturing-updates/lead-times-downtime-production-delays/>

Make	Model	Key Option / Model Configuration Delays
Ford	2016 F-150	<ul style="list-style-type: none"> <li>2016 MY F-150 VSO content ordering complete</li> <li>(627) Heavy Payload Pkg. w/ (W1C/W1E) Crew Cab 6.5' Box equipped with (99F) 5.0L V8 or (99G) 3.5L V6 engine</li> </ul>
Ford	2016 Taurus	<ul style="list-style-type: none"> <li>(999) 2.0L I-4 engine</li> </ul>
FCA	2017 Pacifica	<ul style="list-style-type: none"> <li>Multiple options delayed – please click link above for details</li> </ul>
Ford	2017 Econoline	<ul style="list-style-type: none"> <li>E-350 w/ 138" WB and 4.56 axle ratio (late availability)</li> </ul>
Ford	2017 Transit	<ul style="list-style-type: none"> <li>Medium and High Roof models (incremental 2-week delays)</li> <li>15-Passenger Wagon w/ (X2Z, X2Y, X2C and X2X) LWB (incremental 4-6 week delays)</li> </ul>
Ford	2017 Impala	<ul style="list-style-type: none"> <li>(LFR) CNG engine</li> </ul>
GM	2016 Silverado/Sierra LD 1500	<ul style="list-style-type: none"> <li>(L86) 6.2L V8 engine</li> <li>(G1C) Slate Grey Metallic/Light Steel Grey Metallic</li> <li>(G1F) Autumn Bronze Metallic/Mahogany Metallic</li> </ul>
GM	2016 Silverado/Sierra HD 2500/3500	<ul style="list-style-type: none"> <li>Regular Cab DRW models have a lead time of 18-20 weeks</li> <li>(G1C) Slate Grey Metallic/Light Steel Grey Metallic</li> <li>(G1F) Autumn Bronze Metallic/Mahogany Metallic</li> </ul>
GM	2017 Silverado/Sierra 1500 Crew Cabs	<ul style="list-style-type: none"> <li>(01U/YK6) SEOs/Special Paint</li> <li>(GPA) Graphite Metallic</li> </ul>

## ARI POOL VEHICLES

Pool vehicles may be re-invoiced to reflect any manufacturer volume incentives or other contractual discounts that may apply at the time of acquisition. Please contact your ARI representative for pricing assistance. For an online view of ARI's current pool vehicle inventory, please visit

<http://www.arifleet.com/resources/manufacturing-updates/pool-vehicles/> or refer to the chart below.

Year	Make	Model / (No. of Units Available)	Location	Invoice Price
15	Chevrolet	Silverado 1500 4WD Double Cab	Fort Wayne, TX	\$35,878
15	Chevrolet	Silverado 1500 4WD Crew Cab	Midland, TX	\$41,814
15	Chevrolet	Silverado 2500 4WD Double Cab (2)	Fort Worth, TX	\$38,358 and up
15	Ford	F-150 Super Cab (3)	Maple Shade, NJ	\$32,139 and up
15	Ford	F-350 4x2 Regular Cab	Roseville, MN	\$32,544
15	Ford	Escape	Sandy, OR	\$24,343
15	Ford	Transit 250 (3)	Multiple Locations	\$33,172
15	Jeep	Grand Cherokee	Bloomfield, MI	\$37,707
16	Chevrolet	Silverado 2500 4WD Double Cab	Buffalo, NY	\$37,828
16	Chevrolet	Silverado 3500 SRW Crew Cab (2)	Flint, MI	\$54,706
16	Dodge	Challenger	Acton, MA	\$28,835
16	Dodge	Challenger	Austin, TX	\$30,076
16	Dodge	Charger SE 4dr AWD	Ellisville, MO	\$28,200
16	Ford	F-150 Super Cab 4x4	Perry, GA	\$46,736
16	Ford	F-150 Super Crew 4x4	Danbury, CT	\$41,105
16	GMC	Sierra 2500 HD Double Cab (2)	Pontiac, MI	\$39,026
16	GMC	Sierra 1500 Double Cab	Woodbury, NJ	\$48,597
16	Nissan	Rogue AWD	East Setauket, NY	\$25,836
16	Volvo	S60T5 AWD Sedan	Franklin, TN	\$30,989