

Ordering Updates by OEM

OEM	Update
GM MY2024	<p>All of GM US MY2024 ordering will be by pre-approved allocation only.</p> <ul style="list-style-type: none"> - Wave 1 (CY23 production) allocation approval is being sent to FMCs in waves and distributed to the account teams. - Wave 2 (CY24 production) will occur in Q3 and cover balance of MY24. - GM has already been working with customers on MY24 CAP agreements. - Weekly updates on MY24 allocation by client are sent to account teams. <p>Expect constraints on options again this year due to supply chain.</p> <p>EV's - expect limited production of EV vehicles in CY 2023 for EV Silverado, Equinox and Blazer. EV Silverado ordering is closed. EV supply in Canada will lag US availability.</p> <p>GM Canada MY 2024 Ordering - There is no allocation process for GM Canada</p>
Ford MY2024	<p>US Allocation/Pre-Approval</p> <ul style="list-style-type: none"> - Improved production capacity - Pre-approved allocation will continue, but customer allocations will be given based on 2 production windows for the year. The "Order > schedule > purge" process will happen 2x per model year. <ul style="list-style-type: none"> • Allocation for customers with low volumes will be eliminated; these customers should order under the semi-annual ordering caps. • MY23 volume will not be considered when determining future allocation. <p>Ford Pro will also set semi-annual ordering caps to limit the number of orders customer who've not received an allocation can have placed. Note: The acceptance and verification of an order does not guarantee that said order will be scheduled and produced.</p> <ul style="list-style-type: none"> - Additional vehicle lines may be included in the allocation/order cap program in MY24. - Customers may be granted a CPA in the 2024MY and NOT receive dedicated production allocation for some/all vehicle lines in the agreement. These customers can order under their 56A

	<p>program via the semi-annual cap volume program. Note: the presence of a CPA does not indicate that a customer has received dedicated production allocations for any model included in the agreement.</p> <ul style="list-style-type: none"> - MY24 EV orders will no longer require the customer to purchase the Ford charger or Ford's Telematics - Government customers will also fall under allocation and verification in the 2024MY/PY. <p>Ford Pro Order Verification Process</p> <ul style="list-style-type: none"> - All orders placed for customers with a 2024 CPA Agreement in place do NOT have to be verified, regardless of 56A or 56M status. - All orders placed for customers that do NOT have an active CPA in the 2024MY/PY will require verification via the FPOVP website. <p>Pricing and Incentives</p> <ul style="list-style-type: none"> - CPA programs will not include price protection to intro pricing. - Incentives will be announced in Q3. - Ford has recently announced upcoming price decreases on the F150 Lightning <p>Ford Canada</p> <ul style="list-style-type: none"> - No pre-approval/allocation process - Production of hybrid vehicles are constrained.
<p>Stellantis MY2024</p>	<p>Stellantis US and Canada</p> <ul style="list-style-type: none"> - MY 2024 models are available to order. - No pre-approved allocation methodology <p>Promaster CITY is no longer available; FCA has alluded to a solution in the future, but expect that to be 2-3 years away.</p> <p>Stellantis has a healthy allocation of RAM 2500 pickups. The below models/trimms that will be prioritized of 2500's that are ordered. If there are customers who want 2500 trimms not listed below, they will be built, but they will be built later.</p>

	<hr/> 2500 BIG HORN CREW CAB 4X2 <hr/> 2500 BIG HORN CREW CAB 4X4 <hr/> 2500 BIG HORN CREW CAB 4X4 <hr/> 2500 TRADESMAN CREW CAB 4X4 <hr/> 2500 TRADESMAN CREW CAB 4X4 <hr/> 2500 TRADESMAN CREW CAB 4X4 <hr/> 2500 LARAMIE CREW CAB 4X4 <hr/> <p>FCA is excited to bring the RAM REV (BEV truck) and E-ProMaster to market. REV in CY 2024 and E-ProMaster late 2023</p> <p>Retail dealership inventory has increased.</p> <p>Canada: MY24 models are available to order. There is no pre-approved allocation required.</p>
<p>Toyota MY2024</p>	<p>US MY24 Toyota Ordering will be by pre-approved allocation only; updates have been provided to account teams. (Approved clients will have 6-8 months to place approved order volume. If orders are not placed, the allocation will be re-distributed to other clients. Toyota has asked that we encourage customers to order when specs become available.)</p> <p>Toyota US will approve new clients this year.</p> <p>Five models will be available for any Toyota customer to place up to 30 orders in MY24. The models are: 4Runner, Corolla Gas, Corolla Hatchback, Highlander Gas, Tundra Hybrid. Corolla Gas, Corolla Hatchback and Tundra Hybrid are sold out and no longer available to order.</p> <p>Allocation assignments will be based on a 4-year ordering history so if a client wants to order a model other than what they have ordered in the past, they need to let their Toyota rep know.</p> <p>Hybrid demand continues to stay strong, and company is focusing on accelerating BEV vehicles under new leadership.</p> <p>Pricing and Incentives - Few customers will receive CAP agreements this year.</p>
<p>Subaru MY2024</p>	<p>Subaru MY 2024 Ordering - US</p> <ul style="list-style-type: none"> - Subaru is restricting all models to approved clients only for MY24. - Subaru has provided a list of models and clients and the list was distributed to client team. - Forester allocation is tight again this year. - Subaru will consider new clients on an exception basis (except for Forester).

	<p>MY24 Updates</p> <ul style="list-style-type: none"> - No Hybrid models available - Solterra is only EV, but not available for fleet ordering. - Legacy, Outback, Forester and Ascent are carryover from MY23. - Crosstrek and Impreza are redesigned for MY24. - Impreza production is moving to Japan, expect an extra month in lead time. - No more chip shortage but continued constraints on accessories <p>Pricing and Incentives</p> <ul style="list-style-type: none"> - Subaru expects MY2024 pricing to be up about 3% from intro MY2023 pricing. - They expect incentive dollars to be flat. - OOS will not be eligible for client fleet incentives again this year.
<p>Nissan MY2024</p>	<p>MY24 Ordering</p> <p>US - Order banks are open.</p> <ul style="list-style-type: none"> - Clients should be working directly with their Nissan rep to confirm their MY24 needs. - Nissan expects allocation for Pathfinder to be limited. <p>Canada - The following models have no fleet allocation available for MY24: LEAF, Ariya, Maxima, Qashqai, Frontier; other models are available to order.</p> <p>Pricing and Incentives – US</p> <ul style="list-style-type: none"> - National fleet incentives have been announced. - Nissan Fleet is offering tiered incentives to customers with approved allocation. - Expect incentives to be lower. - Nissan is open to accepting new clients. - Retail Inventory is increasing.
<p>Hyundai MY2024</p>	<ul style="list-style-type: none"> - Hyundai will provide limited fleet allocation for MY 2024. However, it is important to get allocation and production commitment from Hyundai sales manager. - Limited quantities of hybrid and BEVs.
<p>Volkswagen MY2024</p>	<ul style="list-style-type: none"> - VW ordering is not restricted for MY24. VW is accepting new customers. - VW expects production to be tight on the Jetta and the Taos and Tiguan's with 4Motion engines so get your orders in early. - Incentives will be a flat amount for all clients. A \$150 incentive will be paid when a client exceeds 100 orders on the following models: Atlas, Tiguan, Taos, Jetta, Arteon. - VW has 2023 ID.4's available now.

Volvo MY2024	<ul style="list-style-type: none"> - Specs and Pricing are available. - Volvo is open to new customers. - EV Focused and base trim is available.
Audi MY2024	<p>Fleet orderable models are the same as MY2023.</p> <p>The following models are NOT available for fleet ordering:</p> <ul style="list-style-type: none"> - All RS Models (RS3, RS5, RS6, RS7, RSQ8) - Etron GT/ Etron GT RS - R8/R8 Spyder - S6, S7, S8 - SQ7, SQ8 - Etron S, Etron Sportback S - Q4 E-tron <p>Audi expects MY23 ordering to continue through May/June.</p> <p>For Canada, these models are not factory orderable.</p>
Mazda MY2024	<p>No Fleet ordering for MY24</p>
Mercedes MY2024	<p>MY24 models are available to order.</p>
BMW MY2024	<ul style="list-style-type: none"> - Specs and pricing are in the system. - Incentives are available.