

2018MY SHELBY® GT350 DEALER PROGRAM ENROLLMENT FORM

DEALERSHIP NAME _____

ADDRESS (NO P.O. BOX) _____

CITY _____

STATE _____

ZIP CODE _____

PHONE _____

SALES CODE _____

PARTS CODE _____

DEALERSHIP TEAM

DEALER PRINCIPAL / GM (Required) _____ E-MAIL (Required) _____

SHELBY GT350 TEAM LEADER _____ E-MAIL (Required) _____

DEALER REQUIREMENTS TO HAVE VEHICLES SCHEDULED

Dealer Requirements – In order to have a Shelby GT350 vehicle scheduled, the following certification requirements must be met.

VEHICLE SALES

Transferability – The Dealer may elect to transfer Shelby GT350 vehicles to other Shelby GT350 Ford dealers only, at a price agreeable to both parties.

TRAINING

Sales – The Dealer shall employ at least one sales consultant certified in Mustang and Shelby GT350 sales training. Certification may be obtained via the Ford Retailer Education & Training section available through the FMCDealer website and materials provided by the Mustang Marketing Team.

CERTIFICATION FEE

Dealer Certification – Ford Motor Company must plan for the establishment and maintenance of the numbers and locations of Dealers necessary for satisfactory and proper sales and service representation in each market area as it exists and as it develops and changes. Recognizing the "limited" production volume associated with Shelby GT350 products under this agreement, Ford Motor Company may, at its discretion, limit the number of Dealers under this agreement.

Agreement – This certification agreement shall remain in effect from the date of its execution through the 2018 model year of Shelby GT350, or until terminated by either party. The Dealer authorizes the Company to charge their parts account for support elements described in the Shelby GT350 Certification Agreement Form below.

Suspension and Termination – Ford Motor Company may notify dealer that it is not in compliance with program requirements. Ford also may notify dealer that it will suspend accepting or fulfilling dealer's orders 30 days after notifying dealer of non-compliance with program requirements until the dealer cures by demonstrating that it is in compliance with program requirements. In addition, Ford Motor Company may terminate this contract if dealer fails to cure and continues to fail to comply with program requirements for more than 60 days after notice of non-compliance.

SUPPORT ELEMENTS

Sales Promotion and Advertising – The following will be made available to your dealership in support of the promotion and sale of Shelby GT350 vehicles: Product Brochures, Technical Data Cards, Event Support, Shelby GT350 Product Information and Dealer Support, through the Ford Performance Group at 1-800-367-3788.

PARTS AND SERVICE

Parts – Stocking Requirements for vehicles: None

Service Tools – Ford Essential Service Tools: Required

VEHICLE PRODUCTION ALLOCATIONS

As a Shelby GT350 Certified Dealer, I will generate at least one Shelby GT350 allocation for the 2018 model year. After review of the number of Certified Shelby GT350 dealers, your Regional Office will notify Dealers if they are receiving any additional allocation based on: Retail Sales Share of Nation (Mustang).

AUTHORIZATION

____ **I AGREE** – After reviewing the requirements for Shelby GT350 certification, I choose to participate in the 2018MY Shelby GT350 program and adhere to all terms and regulations outlined above. I agree to the charges shown below. I understand these charges will be billed as indicated and are for the marketing, training, parts and service support elements outlined above. The fee of **\$1,000** will be charged to my dealership's parts statement. The payment will be charged in the 2017 calendar year. This fee enrolls me in the Shelby GT350 program for the 2018MY.

____ **I DECLINE** – After reviewing the requirements for Shelby GT350 certification, I choose not to participate in the Shelby GT350 program at this time. I understand that by declining, I will not be eligible for participation in the 2018 model year of the Shelby GT350 program.

Name of Dealer Principal or Authorized Name (Required)

Date

Please sign this form and return to fordsp1@ford.com or fax 313-203-7270 and keep a copy for your records.