

We have been in communication with Ford following the Appropriations Committee meeting earlier today and I wanted to send back responses to three of the questions we received from them.

1. Rep. Hornberger on supplier payments

Below is an excerpt from the Supplier Guide for Production Payments. Ford is, on average, paying within 47 days, and this is similar to other U.S. OEMs.

Our system is automated such that parts received on dates noted below, are payed per the schedule. This system has been in place for many years. I am not aware of any issues with this process.

We are paying our suppliers on-time.

Ford Global Production Payment Schedule	
NORTH AMERICA	
Average Days:	47 Days
For Entries Dated On:	Payment Is Made By:
1st - 5th of the Month	19th of the Month Following
6th - 9th of the Month	25th of the Month Following
10th - 19th of the Month	1st of the Second Month Following
20th - 23rd of the Month	7th of the Second Month Following
24th - 31st of the Month	13th of the Second Month Following

2. Rep. Brann on increasing construction and materials costs

Clearly material and construction costs are up. Based on recent spending on other projects and programs along with ongoing negotiations with our tooling and construction suppliers, we have already factored those anticipated higher costs into the investment levels we reported.

3. Rep. C. Johnson question regarding the call center

Ford employs approximately 46,000 Michigan residents in a variety of good paying jobs both in our manufacturing locations as well as salaried positions across all levels of the organization. We prioritize Michigan residents for the high value jobs such as those being talked about now.

I hope the answers to these questions from Ford is helpful. Please feel free to let me know if you or your members have any further questions. Thank you again!

Greg

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