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2022 F-150 Lightning AWD SuperCrew Cab 5.5' box 145" WB Pro (W1E)

Price Level: 235

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**Client Proposal**

Prepared by:

DANIEL GENTRY

Office: 707-799-8581

Date: 03/28/2022





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Hansel Ford | 3075 Corby Ave Santa Rosa California | 954077879

## 2022 F-150 Lightning AWD SuperCrew Cab 5.5' box 145" WB Pro (W1E)

Price Level: 235

# Selected Equip & Specs

## Dimensions

- Exterior length: 231.7"
- Exterior height: 77.2"
- Turning radius: 23.9'
- Rear legroom: 43.6"
- Rear headroom: 40.4"
- Rear hiproom: 62.6"
- Rear shoulder room: 66.0"
- Maximum cargo volume: 50.9cu.ft.
- Exterior width: 79.9"
- Wheelbase: 145.0"
- Front legroom: 43.9"
- Front headroom: 40.8"
- Front hiproom: 62.5"
- Front shoulder room: 66.7"
- Passenger volume: 131.9cu.ft.
- Box length: 66.0"

## Powertrain

- 426hp engine
- Recommended fuel : electric
- 1 speed automatic transmission
- Fuel Economy Cty: N/A
- Driver selectable mode
- ZEV
- All-wheel
- Fuel Economy Highway: N/A

## Suspension/Handling

- Front independent double wishbone suspension with anti-roll bar, HD shocks
- Speed-sensing electric power-assist rack-pinion Steering
- P275/65SR18 BSW AT front and rear tires
- Rear independent trailing arm suspension with anti-roll bar, HD shocks
- Front and rear 18 x 8.5 machined w/painted accents aluminum wheels

## Body Exterior

- 4 doors
- Conventional right rear passenger
- Black door mirrors
- Class IV trailer hitch with trailer sway control
- Easy lift tailgate
- Box style: regular
- Front and rear 18 x 8.5 wheels
- Conventional left rear passenger
- Driver and passenger , manual folding door mirrors
- Black bumpers
- Bed-rail protectors
- Trailer harness
- Clearcoat paint
- 2 front tow hook(s)

## Convenience

- Dual zone front automatic air conditioning
- Power windows
- Driver and passenger 1-touch down
- Manual tilt steering wheel
- Day-night rearview mirror with auto-dimming
- SYNC 4 911 Assist emergency SOS
- Integrated navigation system
- Front and rear cupholders
- Cruise control with steering wheel controls
- Driver and passenger 1-touch up
- Remote power door locks with 2 stage unlock
- Manual telescopic steering wheel
- FordPass Connect 4G internet access
- Wireless phone connectivity
- 2 1st row LCD monitors
- Dual visor mirrors



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### Selected Equip & Specs (cont'd)

- Full floor console
- Rear door bins
- Driver and passenger door bins

### Seats and Trim

- Seating capacity of 5
- 4-way driver seat adjustment
- Centre front armrest
- Front bucket seats
- 4-way passenger seat adjustment
- 60-40 folding rear split-bench seat

### Entertainment Features

- AM/FM stereo radio with radio data system
- SYNC 4 external memory control
- 6 speakers
- Fixed antenna
- Auxiliary audio input
- Steering wheel mounted radio controls
- Streaming audio

### Lighting, Visibility and Instrumentation

- LED low/high beam projector beam headlights
- Auto on/off headlights
- Variable intermittent front windshield wipers
- Front reading lights
- Outside temperature display
- Low tire pressure warning
- Trip odometer
- Ford Co-Pilot360 - BLIS (Blind Spot Information System) blind spot
- Power/regen gauge
- Delay-off headlights
- LED brakelights
- Deep tinted windows
- Compass
- Camera(s) - rear
- Reverse Sensing System parking sensors
- Lane departure
- Traction battery level gauge
- Traction battery temperature gauge

### Safety and Security

- 4-wheel ABS brakes
- Electric parking brake
- AdvanceTrac w/Roll Stability Control Electronic stability control
- Dual front impact airbag supplemental restraint system
- Safety Canopy System curtain 1st and 2nd row overhead airbag supplemental restraint system
- Power remote door locks with 2 stage unlock and panic alarm
- MyKey restricted driving mode
- 3 manually adjustable rear head restraints
- Ford Co-Pilot360 - Pre-Collision Assist with Automatic Emergency Braking (AEB) Feature
- Brake assist with hill hold control
- 4-wheel disc brakes
- ABS and driveline traction control
- Dual seat mounted side impact airbag supplemental restraint system
- Airbag supplemental restraint system occupancy sensor
- Security system
- Manually adjustable front head restraints
- Ford Co-Pilot360 - BLIS (Blind Spot Information System) blind spot



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### Selected Equip & Specs (cont'd)

#### Dimensions

##### General Weights

|               |            |            |            |
|---------------|------------|------------|------------|
| Curb .....    | 6,171 lbs. | GVWR ..... | 8,250 lbs. |
| Payload ..... | 2,000 lbs. |            |            |

##### Front Weights

|                                 |            |                           |            |
|---------------------------------|------------|---------------------------|------------|
| Front GAWR .....                | 3,750 lbs. | Front curb weight .....   | 3,164 lbs. |
| Front axle capacity .....       | 3,900 lbs. | Front spring rating ..... | 3,750 lbs. |
| Front tire/wheel capacity ..... | 4,050 lbs. |                           |            |

##### Rear Weights

|                                |            |                          |            |
|--------------------------------|------------|--------------------------|------------|
| Rear GAWR .....                | 4,900 lbs. | Rear curb weight .....   | 3,007 lbs. |
| Rear axle capacity .....       | 4,150 lbs. | Rear spring rating ..... | 4,900 lbs. |
| Rear tire/wheel capacity ..... | 4,498 lbs. |                          |            |

##### Trailer Type

|                            |         |               |     |
|----------------------------|---------|---------------|-----|
| Type .....                 | Regular | Harness ..... | Yes |
| Class .....                | IV      | Hitch .....   | Yes |
| Trailer sway control ..... | Yes     |               |     |

##### General Trailering

|                       |           |
|-----------------------|-----------|
| Towing capacity ..... | 7700 lbs. |
|-----------------------|-----------|

##### Fuel Tank type

|                |         |
|----------------|---------|
| Capacity ..... | -1 gal. |
|----------------|---------|

##### Exterior cargo

|                     |             |                        |        |
|---------------------|-------------|------------------------|--------|
| Length .....        | 66.0 "      | Minimum width .....    | 51.1 " |
| Volume .....        | 52.8 cu.ft. | Pickup box depth ..... | 21.4 " |
| Maximum width ..... | 65.2 "      | Tailgate width .....   | 60.3 " |

##### Interior cargo

|                            |             |
|----------------------------|-------------|
| Maximum cargo volume ..... | 50.9 cu.ft. |
|----------------------------|-------------|

#### Powertrain

##### Engine Type

|                   |            |                        |          |
|-------------------|------------|------------------------|----------|
| Orientation ..... | Transverse | Recommended fuel ..... | Electric |
|-------------------|------------|------------------------|----------|

##### Engine Power

|              |        |              |             |
|--------------|--------|--------------|-------------|
| Output ..... | 426 HP | Torque ..... | 775 ft.-lb. |
|--------------|--------|--------------|-------------|

##### Alternator

|            |   |
|------------|---|
| Amps ..... | 0 |
|------------|---|

##### Battery

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### Selected Equip & Specs (cont'd)

Run down protection ..... Yes

#### Engine Extras

Driver selectable mode ..... Yes

#### Transmission

Speed ..... 1      Type ..... Automatic

#### Transmission Extras

Driver selectable mode ..... Yes

#### Drive Type

4wd type ..... Full-time      Type ..... All-wheel

#### Drive Feature

Traction control ..... ABS and driveline      Locking hub control ..... Permanent  
Rear locking differential ..... Driver selectable

#### Electric Vehicle Battery Pack

Type ..... Lithium ion      Capacity (kWh) ..... 98.0  
Onboard charger (kW) ..... 10.5      Charge time (hrs) @ 240V ..... 14.0  
All electric range ..... 230.0

#### Exhaust

Material ..... None

#### Emissions

CARB ..... ZEV      EPA ..... Tier 3 Bin 0

#### Fuel Economy

Fuel type ..... Electric      Equivalent measure ..... Yes

### Driveability

#### Brakes

ABS ..... 4-wheel      ABS channels ..... 4  
Type ..... 4-wheel disc      Vented discs ..... Front and rear  
Electric parking brake ..... Yes

#### Brake Assistance

Brake assist ..... Yes      Hill hold control ..... Yes

#### Suspension Control

Ride ..... Regular      Electronic stability control ..... Stability control with anti-roll

#### Front Suspension

Independence ..... Independent      Type ..... Double wishbone  
Anti-roll bar ..... Regular

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### Selected Equip & Specs (cont'd)

#### Front Spring

Type ..... Coil      Grade ..... Regular

#### Front Shocks

Type ..... HD

#### Rear Suspension

Independence ..... Independent      Type ..... Trailing arm

Anti-roll bar ..... Regular

#### Rear Spring

Type ..... Coil      Grade ..... Regular

#### Rear Shocks

Type ..... Gas-pressurized

#### Steering

Speed-sensing ..... Yes      Activation ..... Electric power-assist

Type ..... Rack-pinion

#### Steering Specs

# of wheels ..... 2

### Exterior

#### Front Wheels

Diameter ..... 18"      Width ..... 8.50"

#### Rear Wheels

Diameter ..... 18"      Width ..... 8.50"

#### Spare Wheels

Wheel material ..... Aluminum

#### Front and Rear Wheels

Appearance ..... Machined w/painted accents      Material ..... Aluminum

#### Front Tires

Aspect ..... 65      Diameter ..... 18"

Sidewalls ..... BSW      Speed ..... S

Tread ..... AT      Type ..... P

Width ..... 275mm

#### Rear Tires

Aspect ..... 65      Diameter ..... 18"

Sidewalls ..... BSW      Speed ..... S

Tread ..... AT      Type ..... P

Width ..... 275mm

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### Selected Equip & Specs (cont'd)

#### Spare Tire

Mount ..... Underbody w/crankdown      Type ..... Full-size

#### Wheels

Turning radius ..... 23.9'      Wheelbase ..... 145.0"

#### Body Features

Body material ..... Aluminum      Side impact beams ..... Yes  
Front tow hook(s) ..... 2

#### Body Doors

Door count ..... 4      Left rear passenger ..... Conventional  
Right rear passenger ..... Conventional      Rear cargo ..... Tailgate

#### Pickup

Box style ..... Regular      Bed-rail protectors ..... Yes  
Easy lift tailgate ..... Yes

#### Exterior Dimensions

Length ..... 231.7"      Body width ..... 79.9"  
Body height ..... 77.2"      Front bumper to Front axle ..... 37.8"

### Safety

#### Airbags

Driver front-impact ..... Yes      Driver side-impact ..... Seat mounted  
Occupancy sensor ..... Yes      Overhead ..... Safety Canopy System curtain 1st and 2nd row  
Passenger front-impact ..... Yes      Passenger side-impact ..... Seat mounted

#### Seatbelt

Rear centre 3 point ..... Yes      Height adjustable ..... Front  
Pre-tensioners ..... Front      Pre-tensioners (#) ..... 2

#### Security

Panic alarm ..... Yes      Restricted driving mode ..... MyKey

### Seating

#### Passenger Capacity

Capacity ..... 5

#### Front Seats

Split ..... Buckets      Type ..... Bucket

#### Driver Seat

Fore/aft ..... Manual      Reclining ..... Manual



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### Selected Equip & Specs (cont'd)

|                             |             |                         |                 |
|-----------------------------|-------------|-------------------------|-----------------|
| Way direction control       | 4           |                         |                 |
| <i>Passenger seat</i>       |             |                         |                 |
| Fore/aft                    | Manual      | Reclining               | Manual          |
| Way direction control       | 4           |                         |                 |
| <i>Front Head Restraint</i> |             |                         |                 |
| Control                     | Manual      | Type                    | Adjustable      |
| <i>Front Armrest</i>        |             |                         |                 |
| Centre                      | Yes         |                         |                 |
| <i>Rear Seats</i>           |             |                         |                 |
| Descriptor                  | Split-bench | Facing                  | Front           |
| Folding                     | 60-40       | Folding position        | Fold-up cushion |
| Type                        | Fixed       |                         |                 |
| <i>Rear Head Restraints</i> |             |                         |                 |
| Control                     | Manual      | Type                    | Adjustable      |
| Number                      | 3           |                         |                 |
| <i>Front Seat Trim</i>      |             |                         |                 |
| Material                    | Vinyl       | Back material           | Vinyl           |
| <i>Rear Seat Trim Group</i> |             |                         |                 |
| Material                    | Vinyl       | Back material           | Carpet          |
| <b>Convenience</b>          |             |                         |                 |
| <i>AC And Heat Type</i>     |             |                         |                 |
| Air conditioning            | Automatic   | Dual zone front         | Yes             |
| Underseat ducts             | Yes         | Voice activation        | Yes             |
| Console ducts               | Yes         |                         |                 |
| <i>Audio System</i>         |             |                         |                 |
| Auxiliary audio input       | Yes         | Radio                   | AM/FM stereo    |
| Radio data system           | Yes         | Radio grade             | Regular         |
| Seek-scan                   | Yes         | External memory control | SYNC 4          |
| <i>Audio Speakers</i>       |             |                         |                 |
| Speaker type                | Regular     | Speakers                | 6               |
| <i>Audio Controls</i>       |             |                         |                 |
| Speed sensitive volume      | Yes         | Steering wheel controls | Yes             |
| Voice activation            | Yes         | Streaming audio         | Bluetooth yes   |
| <i>Audio Antenna</i>        |             |                         |                 |
| Type                        | Fixed       |                         |                 |

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### Selected Equip & Specs (cont'd)

#### Video Features

Integrated navigation system With voice activation

#### LCD Monitors

1st row ..... 2 Primary monitor size (inches) ..... 12

#### Cruise Control

Cruise control ..... With steering wheel controls

#### Convenience Features

|                                   |        |                                |                   |
|-----------------------------------|--------|--------------------------------|-------------------|
| Driver foot rest .....            | Yes    | Retained accessory power ..... | Yes               |
| 12V DC power outlet .....         | 3      | Emergency SOS .....            | SYNC 4 911 Assist |
| Wireless phone connectivity ..... | SYNC 4 | 120V AC power outlet .....     | 7                 |
| *Back-up alarm .....              | Yes    | Smart device integration ..... | Mirroring         |

#### Door Lock Activation

|                             |                           |                    |                    |
|-----------------------------|---------------------------|--------------------|--------------------|
| Type .....                  | Power with 2 stage unlock | Remote .....       | Keyfob (all doors) |
| Integrated key/remote ..... | Yes                       | Auto locking ..... | Yes                |

#### Door Lock Type

|                         |        |                         |                                |
|-------------------------|--------|-------------------------|--------------------------------|
| Rear child safety ..... | Manual | Tailgate/rear door lock | Included with power door locks |
|-------------------------|--------|-------------------------|--------------------------------|

#### Door Locks Extra FOB Controls

Remote engine start ..... Smart device only  
(subscription required)

#### Instrumentation Type

Appearance ..... Digital

#### Instrumentation Gauges

Engine/motor temperature ..... Yes

#### Instrumentation Warnings

|                         |               |                   |     |
|-------------------------|---------------|-------------------|-----|
| Battery .....           | Yes           | Lights on .....   | Yes |
| Key .....               | Yes           | Door ajar .....   | Yes |
| Service interval .....  | Yes           | Brake fluid ..... | Yes |
| Low tire pressure ..... | Tire specific |                   |     |

#### Instrumentation Displays

|                     |                  |                        |     |
|---------------------|------------------|------------------------|-----|
| Clock .....         | In-radio display | Compass .....          | Yes |
| Exterior temp ..... | Yes              | Camera(s) - rear ..... | Yes |

#### Instrumentation Feature

|                         |            |                       |            |
|-------------------------|------------|-----------------------|------------|
| Trip odometer .....     | Yes        | Parking sensors ..... | Rear       |
| Lane departure .....    | Active     | Blind spot .....      | Warning    |
| Forward collision ..... | Mitigation | Rear collision .....  | Mitigation |

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### Selected Equip & Specs (cont'd)

|                                 |                       |                      |
|---------------------------------|-----------------------|----------------------|
| Pedestrian detection .....      | Prevention            |                      |
| <i>Steering Wheel Type</i>      |                       |                      |
| Material .....                  | Urethane              | Tilting .....        |
| Telescoping .....               | Manual                | Manual               |
| <i>Front Side Windows</i>       |                       |                      |
| Window 1st row activation ..... | Power                 |                      |
| <i>Windows Rear Side</i>        |                       |                      |
| 2nd row activation .....        | Power                 |                      |
| <i>Window Features</i>          |                       |                      |
| 1-touch down .....              | Driver and passenger  | 1-touch up .....     |
| Tinted .....                    | Deep                  | Driver and passenger |
| <i>Front Windshield</i>         |                       |                      |
| Wiper .....                     | Variable intermittent |                      |
| <i>Rear Windshield</i>          |                       |                      |
| Window .....                    | Fixed                 |                      |

### Interior

|                              |            |                         |
|------------------------------|------------|-------------------------|
| <i>Driver Visor</i>          |            |                         |
| Mirror .....                 | Yes        |                         |
| <i>Passenger Visor</i>       |            |                         |
| Mirror .....                 | Yes        |                         |
| <i>Rear View Mirror</i>      |            |                         |
| Day-night .....              | Yes        | Auto-dimming .....      |
|                              |            | Yes                     |
| <i>Headliner</i>             |            |                         |
| Coverage .....               | Full       | Material .....          |
|                              |            | Cloth                   |
| <i>Floor Trim</i>            |            |                         |
| Coverage .....               | Full       | Covering .....          |
|                              |            | Vinyl/rubber            |
| <i>Trim Feature</i>          |            |                         |
| Gear shifter material .....  | Urethane   | Cabback insulator ..... |
| Door panel insert .....      | Metal-look | Interior accents .....  |
|                              |            | Metal-look              |
| <i>Lighting</i>              |            |                         |
| Dome light type .....        | Fade       | Front reading .....     |
| Variable IP lighting .....   | Yes        | Yes                     |
| <i>Floor Console Storage</i> |            |                         |
| Storage .....                | Locking    | Type .....              |
|                              |            | Full                    |

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### Selected Equip & Specs (cont'd)

#### Overhead Console Storage

|               |     |            |      |
|---------------|-----|------------|------|
| Storage ..... | Yes | Type ..... | Mini |
|---------------|-----|------------|------|

#### Storage

|                       |         |                                  |     |
|-----------------------|---------|----------------------------------|-----|
| Driver door bin ..... | Yes     | Front Beverage holder(s) .....   | Yes |
| Glove box .....       | Locking | Passenger door bin .....         | Yes |
| Rear yes .....        | Yes     | Instrument panel .....           | Bin |
| Dashboard .....       | Yes     | Interior concealed storage ..... | Yes |
| Rear door bins .....  | Yes     |                                  |     |

#### Cargo Space Trim

|             |         |                                 |         |
|-------------|---------|---------------------------------|---------|
| Floor ..... | Plastic | Trunk lid/rear cargo door ..... | Plastic |
|-------------|---------|---------------------------------|---------|

#### Cargo Space Feature

|                         |     |             |     |
|-------------------------|-----|-------------|-----|
| Tie downs .....         | Yes | Light ..... | Yes |
| Concealed storage ..... | Yes |             |     |

#### Legroom

|             |       |            |       |
|-------------|-------|------------|-------|
| Front ..... | 43.9" | Rear ..... | 43.6" |
|-------------|-------|------------|-------|

#### Headroom

|             |       |            |       |
|-------------|-------|------------|-------|
| Front ..... | 40.8" | Rear ..... | 40.4" |
|-------------|-------|------------|-------|

#### Hip Room

|             |       |            |       |
|-------------|-------|------------|-------|
| Front ..... | 62.5" | Rear ..... | 62.6" |
|-------------|-------|------------|-------|

#### Shoulder Room

|             |       |            |       |
|-------------|-------|------------|-------|
| Front ..... | 66.7" | Rear ..... | 66.0" |
|-------------|-------|------------|-------|

#### Interior Volume

|                        |              |
|------------------------|--------------|
| Passenger volume ..... | 131.9 cu.ft. |
|------------------------|--------------|



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### As Configured Vehicle

| Code                         | Description                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | MSRP        |
|------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------|
| <b>Base Vehicle</b>          |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |             |
| W1E                          | Base Vehicle Price (W1E)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | \$39,974.00 |
| <b>Packages</b>              |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |             |
| 110A                         | <b>Equipment Group 110A Standard</b><br><i>Includes:</i><br>- Engine: Dual eMotor - Standard Battery<br><i>Includes 98 kWh usable capacity standard range high-voltage battery.</i><br>- Transmission: Single-Speed<br>- GVWR: 8,250 lbs<br>- Tires: 275/65R18 A/T<br>- Wheels: 18" Machined w/Black High Gloss Pockets<br>- Vinyl Bucket Front Seats<br><i>Includes 2-way manual driver/passenger with flow-through console and floor shifter.</i><br>- Radio: AM/FM Stereo w/6 Speakers<br>- SYNC 4 w/Enhanced Voice Recognition<br><i>Includes 12" LCD capacitive touchscreen with swipe capability, information on demand panel, wireless phone connection, cloud connected, AppLink with App catalog, 911 Assist, wireless Apple CarPlay and Android Auto compatibility, digital owners manual, conversational voice command recognition and connected built-in navigation. Note: Navigation services require SYNC4 and FordPass Connect (optional on select vehicles), complimentary connect service and the FordPass app (see FordPass Terms for details). Eligible vehicles receive a complimentary 3-year trial of navigation services that begins on the new vehicle warranty start date. Customers must unlock the navigation service trial by activating the eligible vehicle with a FordPass member account. If not subscribed by the end of the complimentary period, the connected navigation service will terminate, and the system will revert to embedded offline navigation. Connected service and features depend on compatible AT&amp;T network availability. Evolving technology/cellular networks/vehicle capability may limit functionality and prevent operation of connected features. FordPass App, compatible with select smartphone platforms, is available via a download. Message and data rates may apply.</i> | N/C         |
| <b>Powertrain</b>            |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |             |
| 99L                          | <b>Engine: Dual eMotor - Standard Battery</b><br><i>Includes 98 kWh usable capacity standard range high-voltage battery.</i>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | Included    |
| 44L                          | <b>Transmission: Single-Speed</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | Included    |
| STDGV                        | <b>GVWR: 8,250 lbs</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | Included    |
| <b>Wheels &amp; Tires</b>    |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |             |
| STDTR                        | <b>Tires: 275/65R18 A/T</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | Included    |
| 643                          | <b>Wheels: 18" Machined w/Black High Gloss Pockets</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | Included    |
| <b>Seats &amp; Seat Trim</b> |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |             |
| V                            | <b>Vinyl Bucket Front Seats</b><br><i>Includes 2-way manual driver/passenger with flow-through console and floor shifter.</i>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | Included    |

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Prepared by: DANIEL GENTRY  
03/28/2022

Hansel Ford | 3075 Corby Ave Santa Rosa California | 954077879

## 2022 F-150 Lightning AWD SuperCrew Cab 5.5' box 145" WB Pro (W1E)

Price Level: 235

### As Configured Vehicle (cont'd)

| Code               | Description                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | MSRP        |
|--------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------|
| Other Options      |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |             |
| 145WB              | 145" Wheelbase                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | STD         |
| PAINT              | Monotone Paint Application                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | STD         |
| STDRD              | Radio: AM/FM Stereo w/6 Speakers                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | Included    |
|                    | <i>Includes:</i><br>- SYNC 4 w/Enhanced Voice Recognition<br>Includes 12" LCD capacitive touchscreen with swipe capability, information on demand panel, wireless phone connection, cloud connected, AppLink with App catalog, 911 Assist, wireless Apple CarPlay and Android Auto compatibility, digital owners manual, conversational voice command recognition and connected built-in navigation. Note: Navigation services require SYNC4 and FordPass Connect (optional on select vehicles), complimentary connect service and the FordPass app (see FordPass Terms for details). Eligible vehicles receive a complimentary 3-year trial of navigation services that begins on the new vehicle warranty start date. Customers must unlock the navigation service trial by activating the eligible vehicle with a FordPass member account. If not subscribed by the end of the complimentary period, the connected navigation service will terminate, and the system will revert to embedded offline navigation. Connected service and features depend on compatible AT&T network availability. Evolving technology/cellular networks/vehicle capability may limit functionality and prevent operation of connected features. FordPass App, compatible with select smartphone platforms, is available via a download. Message and data rates may apply. |             |
| Fleet Options      |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |             |
| 85H                | Back-Up Alarm System                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | \$145.00    |
|                    | Requires valid FIN code.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |             |
| Interior Color     |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |             |
| VS_01              | Medium Dark Slate w/Vinyl Bucket Front Seats                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | N/C         |
| Exterior Color     |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |             |
| YZ_01              | Oxford White                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | N/C         |
| Upfit Options      |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |             |
| 2keys              | 2 spare keys                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | \$500.00    |
| SUBTOTAL           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | \$40,619.00 |
| Destination Charge |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | \$1,695.00  |
| TOTAL              |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | \$42,314.00 |

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## 2022 F-150 Lightning AWD SuperCrew Cab 5.5' box 145" WB Pro (W1E)

Price Level: 235

### Pricing Summary - Single Vehicle

|                             |                      | MSRP        |
|-----------------------------|----------------------|-------------|
| <i>Vehicle Pricing</i>      |                      | \$42,314.00 |
| <b>Subtotal</b>             |                      | \$42,314.00 |
| <i>Sales Taxes</i>          |                      |             |
| Code                        | Description          | MSRP        |
| 9.25% Sales Tax             | 9.25%                | \$3,914.05  |
| <b>Subtotal</b>             |                      | \$46,228.05 |
| <i>Post-Tax Adjustments</i> |                      |             |
| Code                        | Description          | MSRP        |
| doc fee                     | doc fee              | \$85.00     |
| ETF                         | Electronic Title Fee | \$30.00     |
| Tire Fee 5                  | Tire Fee 5           | \$8.75      |
| <b>Subtotal</b>             |                      | \$46,351.80 |
| <b>Total</b>                |                      | \$46,351.80 |

Customer Signature

Acceptance Date