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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.
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##### Fuel Tank type

Capacity .....	-1 gal.
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##### 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.
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#### Powertrain

##### Engine Type

Orientation .....	Transverse	Recommended fuel .....	Electric
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##### Engine Power

Output .....	426 HP	Torque .....	775 ft.-lb.
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##### Alternator

Amps .....	0
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##### Battery

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

Run down protection .....	Yes		
<i>Engine Extras</i>			
Driver selectable mode .....	Yes		
<i>Transmission</i>			
Speed .....	1	Type .....	Automatic
<i>Transmission Extras</i>			
Driver selectable mode .....	Yes		
<i>Drive Type</i>			
4wd type .....	Full-time	Type .....	All-wheel
<i>Drive Feature</i>			
Traction control .....	ABS and driveline	Locking hub control .....	Permanent
Rear locking differential .....	Driver selectable		
<i>Electric Vehicle Battery Pack</i>			
Type .....	Lithium ion	Capacity (kWh) .....	98.0
Onboard charger (kW) .....	10.5	Charge time (hrs) @ 240V .....	14.0
All electric range .....	230.0		
<i>Exhaust</i>			
Material .....	None		
<i>Emissions</i>			
CARB .....	ZEV	EPA .....	Tier 3 Bin 0
<i>fuel Economy</i>			
Fuel type .....	Electric	Equivalent measure .....	Yes
<b>Driveability</b>			
<i>Brakes</i>			
ABS .....	4-wheel	ABS channels .....	4
Type .....	4-wheel disc	Vented discs .....	Front and rear
Electric parking brake .....	Yes		
<i>Brake Assistance</i>			
Brake assist .....	Yes	Hill hold control .....	Yes
<i>Suspension Control</i>			
Ride .....	Regular	Electronic stability control .....	Stability control with anti-roll
<i>Front Suspension</i>			
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		
<b>Passenger seat</b>			
Fore/aft .....	Manual	Reclining .....	Manual
Way direction control .....	4		
<b>Front Head Restraint</b>			
Control .....	Manual	Type .....	Adjustable
<b>Front Armrest</b>			
Centre .....	Yes		
<b>Rear Seats</b>			
Descriptor .....	Split-bench	Facing .....	Front
Folding .....	60-40	Folding position .....	Fold-up cushion
Type .....	Fixed		
<b>Rear Head Restraints</b>			
Control .....	Manual	Type .....	Adjustable
Number .....	3		
<b>Front Seat Trim</b>			
Material .....	Vinyl	Back material .....	Vinyl
<b>Rear Seat Trim Group</b>			
Material .....	Vinyl	Back material .....	Carpet
<b>Convenience</b>			
<b>AC And Heat Type</b>			
Air conditioning .....	Automatic	Dual zone front .....	Yes
Underseat ducts .....	Yes	Voice activation .....	Yes
Console ducts .....	Yes		
<b>Audio System</b>			
Auxiliary audio input .....	Yes	Radio .....	AM/FM stereo
Radio data system .....	Yes	Radio grade .....	Regular
Seek-scan .....	Yes	External memory control .....	SYNC 4
<b>Audio Speakers</b>			
Speaker type .....	Regular	Speakers .....	6
<b>Audio Controls</b>			
Speed sensitive volume .....	Yes	Steering wheel controls .....	Yes
Voice activation .....	Yes	Streaming audio .....	Bluetooth yes
<b>Audio Antenna</b>			
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
* <b>Back-up alarm</b> .....	<b>Yes</b>	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
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#### 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

*Steering Wheel Type*

Material ..... Urethane  
Telescoping ..... Manual

Tilting ..... Manual

*Front Side Windows*

Window 1st row activation ..... Power

*Windows Rear Side*

2nd row activation ..... Power

*Window Features*

1-touch down ..... Driver and passenger  
Tinted ..... Deep

1-touch up ..... Driver and passenger

*Front Windshield*

Wiper ..... Variable intermittent

*Rear Windshield*

Window ..... Fixed

**Interior**

*Driver Visor*

Mirror ..... Yes

*Passenger Visor*

Mirror ..... Yes

*Rear View Mirror*

Day-night ..... Yes

Auto-dimming ..... Yes

*Headliner*

Coverage ..... Full

Material ..... Cloth

*Floor Trim*

Coverage ..... Full

Covering ..... Vinyl/rubber

*Trim Feature*

Gear shifter material ..... Urethane  
Door panel insert ..... Metal-look

Cabback insulator ..... Yes  
Interior accents ..... Metal-look

*Lighting*

Dome light type ..... Fade  
Variable IP lighting ..... Yes

Front reading ..... Yes

*Floor Console Storage*

Storage ..... Locking

Type ..... Full

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

#### Overhead Console Storage

Storage .....	Yes	Type .....	Mini
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#### 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
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#### Cargo Space Feature

Tie downs .....	Yes	Light .....	Yes
Concealed storage .....	Yes		

#### Legroom

Front .....	43.9"	Rear .....	43.6"
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#### Headroom

Front .....	40.8"	Rear .....	40.4"
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#### Hip Room

Front .....	62.5"	Rear .....	62.6"
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#### Shoulder Room

Front .....	66.7"	Rear .....	66.0"
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#### 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> <i>Includes:</i> - Engine: Dual eMotor - Standard Battery Includes 98 kWh usable capacity standard range high-voltage battery. - Transmission: Single-Speed - GVWR: 8,250 lbs - Tires: 275/65R18 A/T - Wheels: 18" Machined w/Black High Gloss Pockets - Vinyl Bucket Front Seats Includes 2-way manual driver/passenger with flow-through console and floor shifter. - Radio: AM/FM Stereo w/6 Speakers - SYNC 4 w/Enhanced Voice Recognition 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.	N/C
<b>Powertrain</b>		
99L	<b>Engine: Dual eMotor - Standard Battery</b> <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> <i>Includes 2-way manual driver/passenger with flow-through console and floor shifter.</i>	Included

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### As Configured Vehicle (cont'd)

Code	Description	MSRP
<b>Other Options</b>		
145WB	145" Wheelbase	STD
PAINT	Monotone Paint Application	STD
STDRD	Radio: AM/FM Stereo w/6 Speakers	Included
	<i>Includes:</i>	
	- SYNC 4 w/Enhanced Voice Recognition	
	<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>	
<b>Fleet Options</b>		
85H	Back-Up Alarm System Requires valid FIN code.	\$145.00
<b>Interior Color</b>		
VS_01	Medium Dark Slate w/Vinyl Bucket Front Seats	N/C
<b>Exterior Color</b>		
YZ_01	Oxford White	N/C
<b>Upfit Options</b>		
2keys	2 spare keys	\$500.00
SUBTOTAL		\$40,619.00
Destination Charge		\$1,695.00
TOTAL		\$42,314.00

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## Pricing Summary - Single Vehicle

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

Customer Signature

Acceptance Date