



San Tan Ford
1429 East Motorplex Loop, Gilbert, Arizona, 85297
Office: 480-821-3200 Fax: 480-988-1691

Customer Proposal

Prepared for:

Lake Havasu City
900 London Bridge Rd
Lake Havacu City, AZ 86403
Office: 928-855-1694
Email: gabeld@lhcaz.gov
FIN: QS037-QE968

Prepared by:

Joe Sanchez
Office: 480-621-3741
Email: joesanchez@santanford.com

Ship to:

Donald Gabel
Lake Havasu City
900 London Bridge Rd,
Lake Havacu City, AZ, 86403

Date: 07/05/2016

Vehicle: 2016 F-150 XL
4x2 SuperCab Styleside 6.5' box 145" WB





Government Fleet Sales Manager

Joe Sanchez (480) 621-3741

joesanchez@santanford.com

Department Fax (480) 621-3796

Date: July 5, 2016

Customer: Lake Havasu City

Line Item/State Contract #: X1C / ADSPO12-016671

Vehicle Description: 2016 F150 Super Cab 4X2 Short Bed

With 5.0L FFV V8 Engine

	Base Bid Price	<u>\$21,491.00</u>
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Upgrade Options

1	5.0L FFV V8 Engine	1,595.00
2	Trailer Tow Package	495.00
3	Power Equipment Group	Standard on Contract
4	Cruise Control	Standard on Contract
5	Toolbox and Beacon Light	1,910.00
6	Sun Country Quote# 27547	
7	Window Tint	250.00
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19		
20		
		<u>\$4,250.00</u>

Bid Price (with options)	\$25,741.00
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Tire Tax	5.00
Sales Tax (7.80%)	2,007.80

Ford Extended Service Plan

Transportation Fee	<u>\$300.00</u>
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Total Delivered Price	<u>\$28,053.80</u>
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Notes:

Thank You,
Joe



Table of Contents

Description	Page
Cover Page.....	1
Table of Contents.....	2
Selected Equip & Specs.....	3
Warranty - Selected.....	11
Selected Options.....	12
Pricing - Single Vehicle.....	14



Selected Equipment & Specs

Dimensions

- * Exterior length: 231.9"
- * Exterior height: 75.5"
- * Turning radius: 23.5'
- * Max ground clearance: 8.8"
- * Rear legroom: 33.5"
- * Rear headroom: 40.3"
- * Rear hiproom: 64.7"
- * Rear shoulder room: 65.8"
- * Approach angle: 24.4 deg
- * Maximum cargo volume: 31.6cu.ft.
- * Exterior width: 79.9"
- * Wheelbase: 145.0"
- * Min ground clearance: 8.7"
- * Front legroom: 43.9"
- * Front headroom: 40.8"
- * Front hiproom: 62.5"
- * Front shoulder room: 66.7"
- * Passenger volume: 116.0cu.ft.
- * Departure angle: 24 deg
- * Box length: 78.0"

Powertrain

- * 385hp 5.0L DOHC 32 valve V-8 engine with Ti-VCT variable valve control, variable intake length, SMPI federal
- * Rear-wheel drive
- * Fuel Economy Highway: 22 mpg
- * Recommended fuel : regular unleaded
- * 6 speed automatic transmission with overdrive
- * Fuel Economy City: 15 mpg
- * Capless fuel filler

Suspension/Handling

- * Front independent double wishbone suspension with anti-roll bar, gas-pressurized shocks
- * Speed-sensing electric power-assist rack-pinion Steering
- * P245/70SR17 BSW AS front and rear tires
- * Rear rigid axle leaf spring suspension with gas-pressurized shocks
- * Front and rear 17 x 7.5 silver steel wheels

Body Exterior

- * 4 doors
- * Reverse opening right rear passenger
- * Black door mirrors
- * Class IV trailer hitch with trailer sway control
- * Easy lift tailgate
- * Trailer harness
- * Clearcoat paint
- * Reverse opening left rear passenger
- * Driver and passenger folding door mirrors
- * Black bumpers
- * Bed-rail protectors
- * Easy lower tailgate
- * Box style: regular
- * Front and rear 17 x 7.5 wheels

Convenience

- * Manual air conditioning
- * Manual front windows
- * Manual tilt steering wheel
- * Day-night rearview mirror
- * Front and rear cupholders
- * Driver and passenger door bins
- * Cruise control with steering wheel controls
- * Manual door locks
- * Manual telescopic steering wheel
- * 1 1st row LCD monitor
- * Passenger visor mirror
- * Rear door bins

Seats and Trim

- * Seating capacity of 6
- * 4-way driver seat adjustment
- * Centre front armrest
- * Cloth seat upholstery
- * Front 40-20-40 split-bench seat
- * 4-way passenger seat adjustment
- * 60-40 folding rear split-bench seat

Entertainment Features

- * AM/FM stereo radio
- * Auxiliary audio input

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Selected Equipment & Specs (cont'd)

- * 12 speakers

- * Fixed antenna

Lighting, Visibility and Instrumentation

- * Halogen aero-composite headlights
- * Fully automatic headlights
- * Light tinted windows
- * Voltmeter
- * Outside temperature display
- * Trip odometer

- * Delay-off headlights
- * Variable intermittent front windshield wipers
- * Tachometer
- * Oil pressure gauge
- * Low tire pressure warning

Safety and Security

- * 4-wheel ABS brakes
- * 4-wheel disc brakes
- * ABS and driveline traction control
- * Dual seat mounted side impact airbag supplemental restraint system
- * Airbag supplemental restraint system occupancy sensor
- * SecuriLock immobilizer
- * 3 manually adjustable rear head restraints

- * Brake assist with hill hold control
- * Electronic stability
- * Dual front impact airbag supplemental restraint system
- * Safety Canopy System curtain 1st and 2nd row overhead airbag supplemental restraint system
- * Manual door locks
- * Manually adjustable front head restraints

Dimensions

General Weights

Curb	4403 lbs.	GVWR	6900 lbs.
Front GAWR	3375 lbs.	Rear GAWR	3800 lbs.
Payload	2310 lbs.	Front curb weight	2546 lbs.
Rear curb weight	1857 lbs.	Front spring rating	3375 lbs.
Rear spring rating	3800 lbs.	Front tire/wheel capacity	3650 lbs.
Rear tire/wheel capacity	4050 lbs.		

Trailer Type

Type	Regular	Harness	Yes
Class	IV	Hitch	Yes
Trailer sway control	Yes		

General Trailering

5th-wheel towing capacity	9000 lbs.	Towing capacity	9100 lbs.
GCWR	14200 lbs.		

Fuel Tank type

Capacity	23 gal.	Capless fuel filler	Yes
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Off Road

Approach angle	24 deg	Departure angle	24 deg
Ramp breakover angle	18 deg	Min ground clearance	9 "
Max ground clearance	9 "	Load floor height	34 "

Exterior cargo

Length	78.0 "	Minimum width	50.6 "
Volume	62.3 cu.ft.	Pickup box depth	21.4 "
Maximum width	65.2 "	Tailgate width	60.3 "

Interior cargo

Maximum cargo volume	31.6 cu.ft.
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Selected Equipment & Specs (cont'd)

Powertrain

Engine Type

Block material	Aluminum	Cylinders	V-8
Head material	Aluminum	Ignition	Electronic
Injection	Sequential MPI	Liters	5.0L
Orientation	Longitudinal	Recommended fuel	Regular unleaded
Valves per cylinder	4	Valvetrain	DOHC
Variable valve control	Ti-VCT		

Engine Spec

Bore	3.63"	Compression ratio	10.5:1
Displacement	302 cu.in.	Stroke	3.65"

Engine Power

Output	385 HP @ 5,750 RPM	Torque	387 ft.-lb @ 3,850 RPM
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Alternator

Amps	200
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Battery

Amp hours	70	Cold cranking amps	610
Run down protection	Yes		

Engine Extras

Radiator	HD
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Transmission

Electronic control	Yes	Lock-up	Yes
Overdrive	Yes	Speed	6
Type	Automatic		

Transmission Gear Ratios

1st	4.17	2nd	2.34
3rd	1.52	4th	1.14
5th	0.86	6th	0.69
Reverse Gear ratios	3.4		

Transmission Torque Converter

Stall ratio	2.30
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Transmission Extras

Driver selectable mode	Yes
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Drive Type

Type	Rear-wheel
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Drive Feature

Traction control	ABS and driveline
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Drive Axle

Ratio	3.31
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Exhaust

Material	Stainless steel	System type	Single
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Emissions

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Selected Equipment & Specs (cont'd)

CARB	Federal	EPA	Tier 2 Bin 4
<i>Fuel Economy</i>			
City	15 mpg	Highway	22 mpg
Fuel type	Gasoline	Combined	18 mpg
<i>Fuel Economy (Alternate 1)</i>			
City	11 mpg	Highway	16 mpg
Fuel type	E85	Combined	13 mpg
<i>Acceleration</i>			
0-60 mph (s)	5.54		
<i>1/4 Mile</i>			
Seconds	14.0	Speed	103 mph
<i>Skid Pad</i>			
Lateral acceleration (g)	0.7		
<i>Slalom</i>			
Speed	54 mph		
<i>Green Values</i>			
Energy Impact Score (Barrels per year)	18.3	Carbon FP / Tailpipe and upstream total GHG (CO ₂ , tons per year)	9.8
Energy Impact Score (Barrels per year)	5.8		
Driveability			
<i>Brakes</i>			
ABS	4-wheel	ABS channels	4
Type	4-wheel disc	Vented discs	Front and rear
<i>Brake Assistance</i>			
Brake assist	Yes	Hill hold control	Yes
<i>Suspension Control</i>			
Ride	Regular	Electronic stability ..	Stability control with anti-roll
<i>Front Suspension</i>			
Independence	Independent	Type	Double wishbone
Anti-roll bar	Regular		
<i>Front Spring</i>			
Type	Coil	Grade	Regular
<i>Front Shocks</i>			
Type	Gas-pressurized		
<i>Rear Suspension</i>			
Independence	Rigid axle	Type	Leaf
<i>Rear Spring</i>			
Type	Leaf	Grade	Regular
<i>Rear Shocks</i>			
Type	Gas-pressurized		
<i>Steering</i>			

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Selected Equipment & Specs (cont'd)

Speed-sensing Yes
Type Rack-pinion
Activation Electric power-assist

Steering Specs

of wheels 2

Exterior

Front Wheels

Diameter 17" Width 7.50"

Rear Wheels

Diameter 17" Width 7.50"

Spare Wheels

Wheel material Steel

Front and Rear Wheels

Appearance Silver Material Steel
Covers Hub

Front Tires

Aspect 70 Diameter 17"
Sidewalls BSW Speed S
Tread AS Type P
Width 245mm

Rear Tires

Aspect 70 Diameter 17"
Sidewalls BSW Speed S
Tread AS Type P
Width 245mm

Spare Tire

Mount Underbody w/crankdown Type Full-size

Wheels

Turning radius 23.5' Wheelbase 145.0"

Body Features

Front license plate bracket Yes Body material Aluminum
Side impact beams Yes Active grille shutters Yes

Body Doors

Door count 4 Left rear passenger Reverse opening
Right rear passenger Reverse opening Rear cargo Tailgate

Pickup

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

Exterior Dimensions

Length 231.9" Body width 79.9"
Body height 75.5" Frame section modulus 5.0cu.in.
Frame yield strength (psi) 49300.0 Front bumper to Front axle 37.8"

Safety

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Selected Equipment & Specs (cont'd)

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

Immobilizer	SecuriLock
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Seating

Passenger Capacity

Capacity	6
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Front Seats

Split	40-20-40	Type	Split-bench
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Driver Seat

Fore/aft	Manual	Reclining	Manual
Way direction control	4		

Passenger seat

Fore/aft	Manual	Reclining	Manual
Way direction control	4		

Front Head Restraint

Control	Manual	Type	Adjustable
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Front Armrest

Centre	Yes
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Rear Seats

Descriptor	Split-bench	Facing	Front
Folding	60-40	Folding position	Fold-up cushion
Type	Fixed		

Rear Head Restraints

Control	Manual	Type	Adjustable
Number	3		

Front Seat Trim

Material	Cloth	Back material	Cloth
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Rear Seat Trim Group

Material	Cloth	Back material	Carpet
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Convenience

AC And Heat Type

Air conditioning	Manual	Underseat ducts	Yes
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Audio System

Auxiliary audio input	Yes	Radio	AM/FM stereo
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Selected Equipment & Specs (cont'd)

Radio grade	Regular	Seek-scan	Yes
<i>Audio Speakers</i>			
Speaker type	Regular	Speakers	12
<i>Audio Antenna</i>			
Type	Fixed		
<i>LCD Monitors</i>			
1st row	1	Primary monitor size (inches)	4.2
<i>Cruise Control</i>			
Cruise control	With steering wheel controls		
<i>Convenience Features</i>			
12V DC power outlet	3		
<i>Door Lock Activation</i>			
Type	Manual		
<i>Door Lock Type</i>			
Tailgate/rear door lock	Manual		
<i>Instrumentation Type</i>			
Display	Analog		
<i>Instrumentation Gauges</i>			
Tachometer	Yes	Oil pressure	Yes
Engine temperature	Yes	Voltmeter	Yes
Transmission fluid temp	Yes		
<i>Instrumentation Warnings</i>			
Oil pressure	Yes	Engine temperature	Yes
Battery	Yes	Lights on	Yes
Key	Yes	Low fuel	Yes
Door ajar	Yes	Service interval	Yes
Brake fluid	Yes	Low tire pressure	Tire specific
<i>Instrumentation Displays</i>			
Clock	In-radio display	Exterior temp	Yes
<i>Instrumentation Feature</i>			
PRND in IP	Yes	Trip odometer	Yes
<i>Steering Wheel Type</i>			
Material	Urethane	Tilting	Manual
Telescoping	Manual		
<i>Front Side Windows</i>			
Window 1st row activation	Manual		
<i>Windows Rear Side</i>			
2nd row activation	Fixed		
<i>Window Features</i>			
Tinted	Light		
<i>Front Windshield</i>			
Wiper	Variable intermittent		

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Selected Equipment & Specs (cont'd)

Rear Windshield

Window Fixed

Interior

Passenger Visor

Mirror Yes

Rear View Mirror

Day-night Yes

Headliner

Coverage Full Material Cloth

Floor Trim

Coverage Full Covering Vinyl/rubber

Trim Feature

Gear shift knob Urethane Cabback insulator Yes
Interior accents Chrome

Lighting

Dome light type Fade Variable IP lighting Yes

Storage

Driver door bin Yes Front Beverage holder(s) Yes
Glove box Yes Passenger door bin Yes
Rear yes Yes Instrument panel Bin
Dashboard Yes Rear door bins Yes

Legroom

Front 43.9" Rear 33.5"

Headroom

Front 40.8" Rear 40.3"

Hip Room

Front 62.5" Rear 64.7"

Shoulder Room

Front 66.7" Rear 65.8"

Interior Volume

Passenger volume 116.0 cu.ft.

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Warranty - Selected Equipment & Specs

Warranty

Basic

Distance 36000 miles Months 36 months

Powertrain

Distance 60000 miles Months 60 months

Corrosion Perforation

Distance Unlimited miles Months 60 months

Roadside Assistance

Distance 60000 miles Months 60 months

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Selected Options

Code	Description	MSRP
Base Vehicle		
X1C	Base Vehicle Price (X1C)	\$30,600.00
Packages		
100A	Equipment Group 100A Base	N/C
Powertrain		
99F	Engine: 5.0L V8 FFV	\$1,595.00
446	Transmission: Electronic 6-Speed Automatic <i>Includes tow/haul mode.</i>	Included
X27	3.31 Axle Ratio	Included
NONGV2	GVWR: 6,900 lbs Payload Package	Included
Wheels & Tires		
STDTR	Tires: P245/70R17 BSW A/S	Included
64C	Wheels: 17" Silver Steel	Included
Seats & Seat Trim		
C	Cloth 40/20/40 Front Seat <i>Includes 2-way manual driver/passenger adjustment and armrest.</i>	Included
Other Options		
145WB	145" Wheelbase	STD
STDRD	Radio: AM/FM Stereo w/6 Speakers <i>Includes auxiliary audio input jack (not available with SYNC).</i>	Included
53B	Class IV Trailer Hitch Receiver <i>Includes towing capability up to 5,000 lbs., smart trailer tow connector and 4-pin/7-pin wiring harness.</i>	Included
53A__	Trailer Tow Package (Fleet) <i>Towing capability up to 11,100 lbs. Note: Ordering the Trailer Tow Package does not include Trailer Tow Mirrors. Trailer Tow Mirrors are a standalone option and must be ordered separately. (Option Code: 54M or 54Y/59S) Includes: - Auxiliary Transmission Oil Cooler - Class IV Trailer Hitch Receiver Includes towing capability up to 5,000 lbs., smart trailer tow connector and 4-pin/7-pin wiring harness. - Upgraded Front Stabilizer Bar</i>	\$495.00
PAINT	Monotone Paint Application	STD

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Selected Options (cont'd)

Code	Description	MSRP
153	Front License Plate Bracket <i>Standard in states requiring 2 license plates, optional to all others.</i>	N/C
Fleet Options		
85A	XL Power Equipment Group	\$1,170.00
	- Option Discount	-\$500.00
50S	Cruise Control	\$225.00
Interior Colors		
CG_01	Dark Earth Gray	N/C
Primary Colors		
YZ_01	Oxford White	N/C
SUBTOTAL		\$33,585.00
Destination Charge		\$1,195.00
TOTAL		\$34,780.00

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Pricing - Single Vehicle

MSRP

Vehicle Pricing

Vehicle Price	\$30,600.00
Options & Colors	\$2,985.00
Upfitting	\$0.00
Destination Charge	\$1,195.00
Subtotal	\$34,780.00

Pre-Tax Adjustments

Description	
Window Tint	\$250.00
Toolbox and Beacon Light <small>Sun Country Quote# 27547</small>	\$1,910.00
Vehicle Discount	-\$11,199.00
Subtotal	\$25,741.00

Sales Taxes

Description	
Gilbert Sales Tax	\$386.12
Arizona State Sales Tax	\$1,621.68
Subtotal	\$27,748.80

Post-Tax Adjustments

Description	
Tire Tax	\$5.00
Vehicle Transportation	\$300.00

Total	\$28,053.80
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Customer Signature

Acceptance Date

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Sun Country Truck

4245 E SUPERIOR AVE
PHOENIX, AZ 85040

Estimate

Date	Estimate #
7/5/2016	27547

Name / Address	Ship To
SAN TAN FORD 1429 E.MOTORPLEX LOOP GILBERT,ARIZONA 85296-7410	SAN TAN FORD 1429 E.MOTORPLEX LOOP GILBERT,ARIZONA 85296-7410

Rep	Chassis Model	fax#	Salesman
KL			Joe Sanchez

Item	Qty	Description	Cost	Total
R1LPPA	1	Whelen Engineering Responder LP Mini Lightbar - 12 Volt, Permanent Mount, Amber installed	650.00	650.00T
RTM-101-2...	1	Acari mount 2015 Ford 150 installed	275.00	275.00T
125-3-01	1	Cross Box, Gloss White, Steel, Full Standard, 71-1/2 in L, 20 in W, 17-7/8 in H installed	985.00	985.00T

Not responsible for items left over 30 days.

Phone #	Fax #
602-438-4956	602-438-4947

Subtotal	\$1,910.00
Sales Tax (0.00)	\$0.00
Total	\$1,910.00