



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

## Customer Proposal

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**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  
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**Ship to:**

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

**Date:** 07/07/2016

**Vehicle:** 2016 F-150 XL  
4x4 SuperCab Styleside 6.5' box 145" WB





## Government Fleet Sales Manager

Joe Sanchez (480) 621-3741

[joesanchez@santanford.com](mailto:joesanchez@santanford.com)

Department Fax (480) 621-3796

Date: July 7, 2016

Customer: Lake Havasu City

Line Item/State Contract #: X1E / ADSPO12-016671

Vehicle Description: 2016 F150 Super Cab 4X4 Short Bed

With 5.0L FFV V8 Engine

	Base Bid Price	<u>\$25,110.00</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	3.55 Elocking Rear Axle	Standard on Contract
6	Skid Plates	Standard on Contract
7	Toolbox and Beacon Light	1,910.00
8	Sun Country Quote# 27547	
9	Window Tint	250.00
10		
11		
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17		
18		
19		
20		

\$4,250.00

<b>Bid Price (with options)</b>	<b>\$29,360.00</b>
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Tire Tax	5.00
Sales Tax (7.80%)	2,290.08

**Ford Extended Service Plan**

Transportation Fee	<u>\$300.00</u>
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Total Delivered Price	<u>\$31,955.08</u>
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Notes:

Thank You,  
Joe



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## Selected Equipment & Specs

### Dimensions

- \* Exterior length: 231.9"
- \* Exterior height: 77.2"
- \* Turning radius: 23.5'
- \* Max ground clearance: 10.3"
- \* Rear legroom: 33.5"
- \* Rear headroom: 40.3"
- \* Rear hiproom: 64.7"
- \* Rear shoulder room: 65.8"
- \* Approach angle: 25.8 deg
- \* Maximum cargo volume: 31.6cu.ft.
- \* Exterior width: 79.9"
- \* Wheelbase: 145.0"
- \* Min ground clearance: 9.3"
- \* Front legroom: 43.9"
- \* Front headroom: 40.8"
- \* Front hiproom: 62.5"
- \* Front shoulder room: 66.7"
- \* Passenger volume: 116.0cu.ft.
- \* Departure angle: 26.1 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
- \* Part-time
- \* Fuel Economy Highway: 21 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
- \* P265/70SR17 OWL AT 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 .....	4684 lbs.	GVWR .....	7050 lbs.
Front GAWR .....	3600 lbs.	Rear GAWR .....	3800 lbs.
Payload .....	2200 lbs.	Front curb weight .....	2798 lbs.
Rear curb weight .....	1886 lbs.	Front spring rating .....	3600 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 .....	8900 lbs.	Towing capacity .....	9000 lbs.
GCWR .....	14400 lbs.		

#### Fuel Tank type

Capacity .....	23 gal.	Capless fuel filler .....	Yes
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#### Off Road

Approach angle .....	26 deg	Departure angle .....	26 deg
Ramp breakover angle .....	20 deg	Min ground clearance .....	9 "
Max ground clearance .....	10 "	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

4wd type	Part-time	Type	Four-wheel
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#### Drive Feature

Traction control	ABS and driveline	Locking hub control	Auto
Transfer case shift	Electronic	Rear locking differential	Driver selectable

#### Drive Axle

Ratio	3.55
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#### Exhaust

Material	Stainless steel	System type	Single
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## Selected Equipment & Specs (cont'd)

### Emissions

CARB ..... Federal EPA ..... Tier 2 Bin 4

### Fuel Economy

City ..... 15 mpg Highway ..... 21 mpg  
Fuel type ..... Gasoline Combined ..... 17 mpg

### Fuel Economy (Alternate 1)

City ..... 11 mpg Highway ..... 16 mpg  
Fuel type ..... E85 Combined ..... 13 mpg

### Acceleration

0-60 mph (s) ..... 5.45

### 1/4 Mile

Seconds ..... 14.0 Speed ..... 101 mph

### Skid Pad

Lateral acceleration (g) ..... 0.8

### Slalom

Speed ..... 54 mph

### Green Values

Energy Impact Score (Barrels per year) ..... 19.4 Carbon FP / Tailpipe and upstream total GHG (CO<sub>2</sub>, tons per year) ..... 10.3  
Energy Impact Score (Barrels per year) ..... 5.8

## Driveability

### Brakes

ABS ..... 4-wheel ABS channels ..... 4  
Type ..... 4-wheel disc Vented discs ..... Front and rear

### Brake Assistance

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

### Suspension Control

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

### Front Suspension

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

### Front Spring

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

### Front Shocks

Type ..... Gas-pressurized

### Rear Suspension

Independence ..... Rigid axle Type ..... Leaf

### Rear Spring

Type ..... Leaf Grade ..... Regular

### Rear Shocks

Type ..... Gas-pressurized

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## Selected Equipment & Specs (cont'd)

### Steering

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  
Covers ..... Hub  
Material ..... Steel

### Front Tires

Aspect ..... 70 Diameter ..... 17"  
Sidewalls ..... OWL Speed ..... S  
Tread ..... AT Type ..... P  
Width ..... 265mm

### Rear Tires

Aspect ..... 70 Diameter ..... 17"  
Sidewalls ..... OWL Speed ..... S  
Tread ..... AT Type ..... P  
Width ..... 265mm

### 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  
Active grille shutters ..... Yes  
Skid plate(s) ..... 3  
Side impact beams ..... Yes

### Body Doors

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

### Pickup

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

### Exterior Dimensions

Length ..... 231.9" Body width ..... 79.9"  
Body height ..... 77.2" Frame section modulus ..... 5.0cu.in.  
Frame yield strength (psi) ..... 49300.0 Front bumper to Front axle ..... 37.8"

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## Selected Equipment & Specs (cont'd)

### 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

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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## Selected Equipment & Specs (cont'd)

### Audio System

Auxiliary audio input .....	Yes	Radio .....	AM/FM stereo
Radio grade .....	Regular	Seek-scan .....	Yes

### Audio Speakers

Speaker type .....	Regular	Speakers .....	12
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### Audio Antenna

Type .....	Fixed
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### LCD Monitors

1st row .....	1	Primary monitor size (inches) .....	4.2
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### Cruise Control

Cruise control .....	With steering wheel controls
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### Convenience Features

12V DC power outlet .....	3
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### Door Lock Activation

Type .....	Manual
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### Door Lock Type

Tailgate/rear door lock .....	Manual
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### Instrumentation Type

Display .....	Analog
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### Instrumentation Gauges

Tachometer .....	Yes	Oil pressure .....	Yes
Engine temperature .....	Yes	Voltmeter .....	Yes
Transmission fluid temp .....	Yes		

### Instrumentation Warnings

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

### Instrumentation Displays

Clock .....	In-radio display	Exterior temp .....	Yes
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### Instrumentation Feature

PRND in IP .....	Yes	Trip odometer .....	Yes
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### Steering Wheel Type

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

### Front Side Windows

Window 1st row activation .....	Manual
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### Windows Rear Side

2nd row activation .....	Fixed
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### Window Features

Tinted .....	Light
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## Selected Equipment & Specs (cont'd)

### Front Windshield

Wiper ..... Variable intermittent

### 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
<b>Base Vehicle</b>		
X1E	Base Vehicle Price (X1E)	\$34,025.00
<b>Packages</b>		
100A	Equipment Group 100A Base	N/C
<b>Powertrain</b>		
99F	Engine: 5.0L V8 FFV	\$1,595.00
446	Transmission: Electronic 6-Speed Automatic <i>Includes tow/haul mode.</i>	Included
XL9	Electronic Locking w/3.55 Axle Ratio	\$470.00
NONGV2	GVWR: 7,050 lbs Payload Package	Included
<b>Wheels &amp; Tires</b>		
STDTR	Tires: P265/70R17 OWL A/T	Included
64C	Wheels: 17" Silver Steel	Included
<b>Seats &amp; Seat Trim</b>		
C	Cloth 40/20/40 Front Seat <i>Includes 2-way manual driver/passenger adjustment and armrest.</i>	Included
<b>Other Options</b>		
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)</i> <i>Includes:</i> - Auxiliary Transmission Oil Cooler - 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> - Upgraded Front Stabilizer Bar	\$495.00
413_	Skid Plates (Fleet) <i>Includes fuel tank, transfer case and front differential.</i>	\$160.00

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## Selected Options (cont'd)

Code	Description	MSRP
PAINT	Monotone Paint Application	STD
153	Front License Plate Bracket	N/C
<i>Standard in states requiring 2 license plates, optional to all others.</i>		
<b>Fleet Options</b>		
85A	XL Power Equipment Group	\$1,170.00
	- Option Discount	-\$500.00
50S	Cruise Control	\$225.00
<b>Interior Colors</b>		
CG_01	Dark Earth Gray	N/C
<b>Primary Colors</b>		
YZ_01	Oxford White	N/C
SUBTOTAL		\$37,640.00
Destination Charge		\$1,195.00
TOTAL		\$38,835.00

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## Pricing - Single Vehicle

### MSRP

#### Vehicle Pricing

Vehicle Price	\$34,025.00
Options & Colors	\$3,615.00
Upfitting	\$0.00
Destination Charge	\$1,195.00
<b>Subtotal</b>	<b>\$38,835.00</b>

#### Pre-Tax Adjustments

Description	
Window Tint	\$250.00
Toolbox and Beacon Light <small>Sun Country Quote# 27547</small>	\$1,910.00
Vehicle Discount	-\$11,635.00
<b>Subtotal</b>	<b>\$29,360.00</b>

#### Sales Taxes

Description	
Gilbert Sales Tax	\$440.40
Arizona State Sales Tax	\$1,849.68
<b>Subtotal</b>	<b>\$31,650.08</b>

#### Post-Tax Adjustments

Description	
Tire Tax	\$5.00
Vehicle Transportation	\$300.00

<b>Total</b>	<b>\$31,955.08</b>
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Customer Signature

Acceptance Date

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