6% NCSA option discount on all options

2023 Transit-150 Crew RWD Low Roof Van 130" WB Base (E1Z)

Price Level: 315



Client Proposal

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Date: 06/25/2022





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Available Options

Selected Code Description MSRP

Packages

201A Order Code 201A N/C

Includes:

- Engine: 3.5L PFDi V6 Flex-Fuel Includes port injection and auto start-stop technology.
- Transmission: 10-Spd Automatic w/OD & SelectShift Includes auxiliary transmission oil cooler.
- 3.73 Axle Ratio
- GVWR: 8.670 lbs
- Tires: 235/65R16C 121/119 R AS BSW
- Wheels: 16" Silver Steel w/Black Hubcap
- Dark Palazzo Gray Vinyl Bucket Seats

Includes 2-way manual driver seat, 2-way manual passenger seat and driver seat armrest only.

- Vinyl Front Bucket Seats
- Radio: AM/FM Stereo

Includes 4" multi-function display, Bluetooth, dual USB ports and 4 speakers (front).

Powertrain

\checkmark	998 Includes port injection and a	Engine: 3.5L PFDi V6 Flex-Fuel uto start-stop technology.	STD
	99G Includes auto start-stop tech	Engine: 3.5L EcoBoost V6 nology.	\$1,775.00
\checkmark	44U Includes auxiliary transmissi	Transmission: 10-Spd Automatic w/OD & SelectShift on oil cooler.	STD
\checkmark	X73	3.73 Axle Ratio	STD
	X7L	3.73 Limited-Slip Axle Ratio	\$325.00
	X4L	4.10 Limited-Slip Axle Ratio	\$325.00
	41E Up to 4,630 lb FGAWR.	Heavy-Duty Front Axle	\$315.00

Exposed lug nuts.
- 3.73 Limited-Slip Axle Ratio

- Wheels: 16" Silver Steel w/Silver Hubcaps

Includes:



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Available O	untions (cont'd)		
Selected O	ptions (cont'd) Code	Description	MSRP
\checkmark	STDGV	GVWR: 8,670 lbs	STD
Wheels & Tires			
\checkmark	STDTR	Tires: 235/65R16C 121/119 R AS BSW	STD
\checkmark	STDWL	Wheels: 16" Silver Steel w/Black Hubcap	STD
	64H	Wheels: 16" Steel w/Full Silver Cover	\$35.00
	647	Wheels: 16" Silver Aluminum Alloy	Variable
	644	Wheels: 16" Black Aluminum Alloy	Variable
	64K	Wheels: 16" Sparkle Silver Alloy	Variable
	64G	Wheels: 16" Matte Black Alloy	Variable
	641	Wheels: 16" Silver Steel w/Silver	N/C
	Exposed lug nuts.	Hubcaps	
	51A	Spare Tire & Wheel Delete	-\$125.00
Seats & Seat Tr	im		
\checkmark	V	Vinyl Front Bucket Seats	STD
	С	Cloth Front Bucket Seats	N/C
\checkmark	21G	Dark Palazzo Gray Vinyl Bucket Seats	STD

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Note: .



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Available Opti	ions (cont'd) Description	MSRP
Selected		ual driver seat, 2-way manual passenger seat and driver seat armrest only	
	21L Includes 2-way mand	Dark Palazzo Gray Cloth Bucket Seats ual driver seat with lumbar, 2-way manual passenger seat and driver and	\$115.00 passenger armrest.
	21M Includes 2-way mant	Ebony Cloth Bucket Seats w/Armrests ual driver seat with lumbar and 2-way manual passenger seat.	\$115.00
	21P	Dark Palazzo Gray Vinyl Bucket Seats w/Armrests	\$45.00
	Includes 2-way manu	ual driver seat, 2-way manual passenger seat and driver and passenger s	eat armrests.
	21Q	Dark Palazzo Gray Cloth Heated Bucket Seats	\$1,025.00
	Includes 10-way pow armrest.	ver driver seat with lumbar, 10-way power passenger seat with lumbar and	d driver and passenger
	21R Includes 10-way pow armrest.	Ebony Cloth Heated Bucket Seats ver driver seat with lumbar, 10-way power passenger seat with lumbar and	Variable d driver and passenger
Other Options			
\checkmark	PAINT	Monotone Paint Application	STD
\checkmark	130WB	130" Wheelbase	STD
	Includes:	Body Colored Front Bumper umpers are offered in every exterior color. The front bumper will match the	\$250.00 e exterior color.
		t are generally integrated into the front fascia and designed to help illumin	ate the roadway during
	43E	Carbon Black Rear Bumper w/Integral Step	N/C
Options	21R Includes 10-way powarmrest. PAINT 130WB 53G Body colored front be Includes: - Front Fog Lamps Auxiliary lamps that poor visibility.	Monotone Paint Application 130" Wheelbase Body Colored Front Bumper umpers are offered in every exterior color. The front bumper will match the et are generally integrated into the front fascia and designed to help illumin. Carbon Black Rear Bumper w/Integral	STD \$250.00 e exterior color. ate the roadway during



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ions (cont'd)		
Code	Description	MSRP
91A	Chrome High-Intensity Discharge (HID) Headlamps	\$455.00
		en headlamps, which
91C	Black High-Intensity Discharge (HID) Headlamps	\$455.00
Includes LED signatu can help improve visi	re surround. HID headlamps emit a brighter, more natural light than halog bility.	en headlamps, which
91B	Wiper Activated Headlamps	\$30.00
55D	Front Fog Lamps	\$105.00
Auxiliary lamps that a poor visibility.	are generally integrated into the front fascia and designed to help illuminat	e the roadway during
545	Short-Arm Manual-Folding Heated Pwr	\$160.00
Includes turn signals.		
543	Long-Arm Manual-Folding Power Adjusting Mirrors	\$65.00
544	Long-Arm Manual-Folding Heated Pwr	Variable
Includes turn signals.		
68J	Extended Length Running Boards	\$345.00
Covers the A-B pillar	driver-side and A-C pillar passenger-side.	
53D	Tow/Haul Mode w/Trailer Wiring Provisions	\$295.00
rear jumper. This pac brake controller after	kage does not include a Trailer Brake Controller (67D). Additionally, if cus initial purchase, it will have to be an aftermarket trailer brake controller an	stomer wants a trailer
67D	Trailer Brake Controller (TBC)	Variable
	91A Includes LED signature can help improve visit 91C Includes LED signature can help improve visit 91B 55D Auxiliary lamps that a poor visibility. 545 Includes turn signals. 543 544 Includes turn signals. 68J Covers the A-B pillar 53D Includes trailer wiring rear jumper. This package controller after harness. This package	91A Chrome High-Intensity Discharge (HID) Headlamps Includes LED signature surround. HID headlamps emit a brighter, more natural light than halog can help improve visibility. 91C Black High-Intensity Discharge (HID) Headlamps Includes LED signature surround. HID headlamps emit a brighter, more natural light than halog can help improve visibility. 91B Wiper Activated Headlamps 55D Front Fog Lamps Auxiliary lamps that are generally integrated into the front fascia and designed to help illuminate poor visibility. 545 Short-Arm Manual-Folding Heated Pwr Adjusting Mirrors Includes turn signals. 543 Long-Arm Manual-Folding Power Adjusting Mirrors 544 Long-Arm Manual-Folding Heated Pwr Adjusting Mirrors Includes turn signals. 68J Extended Length Running Boards Covers the A-B pillar driver-side and A-C pillar passenger-side. 53D Tow/Haul Mode w/Trailer Wiring Provisions Includes trailer wiring harness to rear of vehicle for upfit, Trailer Sway Control (TSC), 4/7 pin core rear jumper. This package does not include a Trailer Brake Controller after initial purchase, it will have to be an aftermarket trailer brake controller for for beautiful for brake controller for bra



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Selected	Code	Description	MSRP
	53B	Heavy-Duty Trailer Tow Package	\$485.00
	lights. This package controller after initia Includes: - Tow/Haul Mode w. Includes trailer wir and rear jumper. Th trailer brake control	ook. Includes 4/7 pin connector assembly and rear jumper and relay a does not include a Trailer Brake Controller (67D). Additionally, if and purchase, it will have to be an aftermarket trailer brake controller at a full purchase, it will have to be an aftermarket trailer brake controller at a full provisions are a full part of the provisions and the provisions are a full part of the provision o	customer wants a trailer brake and aftermarket wiring harness 4/7 pin connector assembly itionally, if customer wants a
	92E	Privacy Glass	\$375.00
_	Provides protection	of vehicle occupant(s) and occupant personal belongings. The gla to reduce vehicle cool-down time.	ass also provides occupant
	60C	Cruise Control w/Adjustable Spd	\$325.00
		Limiting Device (ASLD)	
		s great for city driving; it allows the driver to set an upper speed lin the upper speed limit then audible and visual warning are given.	nit for the vehicle. If the vehicle
	66C	D-Pillar Assist Handles	Variable
		er and passenger-side. Due to space requirements, the driver-side (driver controlled) (57G) is also ordered.	handle is deleted if front/rear
	17P	4 Cargo Tie-Down Hooks	\$25.00
	67E	Large Center Console	\$195.00
	-	ted shifter, a dual cup holder and an additional storage area.	
	60B	Heavy-Duty Cargo Flooring	\$725.00
	Includes: - Heavy-Duty Scuff Includes heavy-du installed by upfitter/	Plate Kit ty scuffs for rear cargo doors. Heavy-duty scuff plate kit is not insta	alled on vehicle, needs to be
	87E	Auxiliary Fuse Panel	\$385.00
	Includes high spec	•	
	- Modified Vehicle V	es (70 Amp-hr Each) Wiring System vehicle connections for customized wiring harness provisions.	

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Available C	Options (cont'c	Description	MSRP
	63C	Dual Alternators (250 Amps Each)	Variable
	85D	Dual-Note Horn	\$20.00
	52C	Keyless Entry Keypad	\$95.00
	53K Includes modified vo	Modified Vehicle Wiring System ehicle connections for customized wiring harness provisions.	\$75.00
	41 J	Intelligent Access w/Push-Button Start	\$370.00
	57G Heat is distributed f	Driver Controlled Front/Rear Aux A/C & Heater rom rear of front-passenger seat. A/C is distributed from the rear of val	\$860.00
\checkmark	58U Includes 4" multi-fui	Radio: AM/FM Stereo nction display, Bluetooth, dual USB ports and 4 speakers (front).	STD
	58V Includes 4" multi-fui	Radio: AM/FM Stereo w/SYNC 3 nction display, Bluetooth, dual USB ports and 4 speakers (front).	\$280.00
	58B Includes 12" multi-fu day trial) and 4 spea Includes: - Electronic Air Tem	, ,	\$930.00 in, connected navigation (90
	58C Includes 12" multi-fi day trial) and 4 spec Includes: - Electronic Air Tem	. ,	\$1,165.00 on, connected navigation (90
	58E Includes 12" multi-fu navigation (3 years	Radio: AM/FM Stereo w/SYNC 4/HD/SiriusXM/360L unction display, Bluetooth, dual USB ports, embedded voice recognition of service) and 4 speakers (front). SirusXM with 360L includes a 3 mo	Variable on, connected built-in nth prepaid subscription.



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Selected	Code	Description	MSRP
	The ASLD feature i	ssist (ISA)	the vehicle. If the vehicle
	58F	Radio: AM/FM Stereo w/SYNC	Variable
	Includes 12" multi-fu navigation (3 years of prepaid subscription Includes: - Traffic Sign Recogn - Intelligent Speed A - Electronic Air Temp - Intelligent Adaptive	nition (TSR) ssist (ISA) perature Control	connected built-in includes a 3 month
	91L	6 Speakers (4 Front/2 Rear)	\$25.00
	63E	Dual AGM Batteries (70 Amp-hr Each)	\$295.00
	41H (400W rating). Reco	Engine Block Heater mmended when minimum temperature is 10 degrees F or below.	\$75.00
	61C Includes engine hou tire pressure.	Vehicle Maintenance Monitor r meter. Depending on the engine, this feature will display engine hour me	\$45.00 eter, oil life, oil level and
	87A Located in the rear c	12V Powerpoint of the vehicle.	\$15.00
	67C Includes high capaci Includes: - Large Center Cons		Variable

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Includes an integrated shifter, a dual cup holder and an additional storage area.

Upfitter Interface Module (UIM)

This technology makes it easy for upfitters to operate aftermarket equipment, such as lift buckets or cranes. Upfitters can connect/program the optional upfitter switches to operate aftermarket-installed equipment with up to 9 digitally configurable inputs. Please see fleet.ford.com/partsandservice/upfitter-interface for additional information.

55A

\$255.00

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	ptions (cont'd	,	MODD
Selected	Code	Description	MSRP
	59D	Perimeter Alarm	\$155.00
	86F Includes key fobs.	2 Additional Keys (4 Total)	\$75.00
	62B	MyKey	\$5.00
	60D	Adaptive Cruise Control	\$625.00
		speed limiting device (ASLD) and intersection assist. Adaptive cruis g to work the brake or accelerator pedals. Plus it automatically main	
	94B	Enhanced Active Park Assist	Variable
	vehicle, in reverse, i Includes: - Side Sensing Syst	ne reverse sensing system, as it sounds a tone when the vehicle gets objects.	a parallel parking space.
	65A	Blind Spot Assist 1.0	Variable
	combines Blind Spo steering torque to pi Includes:	Information System (BLIS) with Cross-Traffic Alert and trailer coverable Information System (BLIS) with lane keeping aid to provide a visual revent a collision should an object be recognized in the vehicles blind lding Heated Pwr Adjusting Mirrors als.	al warning and resistive
	426	Doverse Preke Assist	\$975.00
	mitigate an impact. Includes: - 360-Degree Came Includes front wasi via a button located	Reverse Brake Assist nines a collision is imminent while in reverse, automatic braking is an System operation will be effected by aftermarket rear step or other refer a w/Split View her. Front, side and rear facing cameras allow the driver to toggle the on the instrument panel. h Grille w/Chrome Surround	oplied to avoid a crash or ear-mounted equipment.
	61D	360-Degree Camera w/Split View	Variable
	Includes front wash via a button located Includes:	er. Front, side and rear facing cameras allow the driver to toggle thro on the instrument panel. Grille w/Chrome Surround	ough different camera views



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Available C	options (cont'd)	
Selected	Code	Description	MSRP
	61E	High Resolution Digital Camera	N/C
	43R	Reverse Sensing System	\$295.00
	94A	Side Sensing System	\$480.00
	and other objects. Includes: - Front Sensing Sys. - Front Fog Lamps	reverse sensing system, as it sounds a tone when the vehicle gets close tem tem t are generally integrated into the front fascia and designed to help illum	
	18D	Exterior Upgrade Package	Variable
	Includes LED signa can help improve vis - Wiper Activated He	eadlamps Grille w/Chrome Surround	alogen headlamps, which
	62A	Auxiliary Heater Prep Package w/o Rear Controls	\$65.00
	62C	Aux Heater & A/C Prep Pkg w/o Rear Controls	\$100.00
	Includes stub lines f Requires aftermarke	or delivery of coolant/refrigerant for easy addition of an aftermarket rear trupfit of a climate control system.	heater and A/C system.
	47N	Adventure Prep Package	N/A
	Late availability.	, G	
	Includes: - Blind Spot Assist 1 Includes Blind Spo combines Blind Spo steering torque to pr	t Information System (BLIS) with Cross-Traffic Alert and trailer coverage t Information System (BLIS) with lane keeping aid to provide a visual wa event a collision should an object be recognized in the vehicles blind sp olding Heated Pwr Adjusting Mirrors Is.	rning and resistive

Includes high spec interface connector.

- Dual AGM Batteries (70 Amp-hr Each)
- Modified Vehicle Wiring System

Includes modified vehicle connections for customized wiring harness provisions.

- Radio: AM/FM Stereo w/SYNC 4/HD/SiriusXM



MSRP

Prepared by: Jeff Williams

06/25/2022

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Selected

Available Options (cont'd)

Code **Description**

Includes 12" multi-function display, Bluetooth, dual USB ports, embedded voice recognition, connected navigation (90 day trial) and 4 speakers (front).

- Electronic Air Temperature Control
- High Resolution Digital Camera
- 12V Powerpoint

Located in the rear of the vehicle.

- Reverse Sensing System
- Side Sensing System

Works similar to the reverse sensing system, as it sounds a tone when the vehicle gets close to surrounding vehicles and other objects.

- Front Sensing System
- Illuminated Sun Visors
- Adaptive Cruise Control

Includes adjustable speed limiting device (ASLD) and intersection assist. Adaptive cruise control keeps a constant speed without having to work the brake or accelerator pedals. Plus it automatically maintains a driver-inputted preset distance (or gap) from vehicles ahead.

- Front Black Wheel Well Liners
- Privacy Glass

Provides protection of vehicle occupant(s) and occupant personal belongings. The glass also provides occupant comfort by helping to reduce vehicle cool-down time.

- Rear-Window Defroster
- Keyless Entry Keypad

	43B Includes 102 dB(A)	Back Up Alarm warning capability.	\$150.00
	86W	Front All-Weather Floor Mats	\$120.00
	68B	Remote Start	\$495.00
	15C	Front Black Wheel Well Liners	\$295.00
	153 Standard in state	Front License Plate Bracket s requiring two license plates and optional in all other s	N/C states.
	79V	COV Required	N/A
	C09	Priced DORA	N/C
leet Options			
	942	Daytime Running Lights	\$45.00



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able Optioned	ons (cont'd) Code) Description	MSRP
	Requires valid FIN	N or dealer code. The index is a substitution of the index is	
	54X	Exterior Mirror Delete	N/C
	Requires valid FIN	N or dealer code.	
	76C	Orange Safety Belts	\$45.00
		•	
	Requires valid FIN Includes belt minder of	on the front driver and passenger seat(s).	
	51E	Decal #1	\$425.00
		N or dealer code. Minimum annual order of 25 units re	auired
	Up to 15 sq-ft. Pricing to ordering vehicle in Orderable Option For Ford Commercial Gra customer review and	g is for non-reflective material and graphic design must be complete CONCEPS. To get started visit the Ford Commercial Graphics web rm link. Complete and submit the request form and attach your graphics representative will follow-up to finalize the graphic design and approval, and to determine which graphic option code and price approval, and to determine which graphic option code and price approval, and to determine which graphic option code.	od and approved by Ford prion posite and click on Factory whic design (if available). A d provide a design proof for
	51F	Decal #2	\$575.00
	Requires valid FIN	N or dealer code. Minimum annual order of 25 units re	quired.
	to ordering vehicle in Orderable Option For Ford Commercial Gra customer review and	g is for non-reflective material and graphic design must be complete CONCEPS. To get started visit the Ford Commercial Graphics weben link. Complete and submit the request form and attach your grapaphics representative will follow-up to finalize the graphic design and approval, and to determine which graphic option code and price approval and graphic option code in CONCEPS.	osite and click on Factory whic design (if available). A d provide a design proof for
	51G	Decal #3	\$775.00
	Requires valid FIN	N or dealer code. Minimum annual order of 25 units re	quired.
	to ordering vehicle in Orderable Option For Ford Commercial Gra customer review and	g is for non-reflective material and graphic design must be complete CONCEPS. To get started visit the Ford Commercial Graphics web much. Complete and submit the request form and attach your graphics representative will follow-up to finalize the graphic design and approval, and to determine which graphic option code and price approval, and graphic option code in CONCEPS.	osite and click on Factory whic design (if available). A d provide a design proof for
	52M	65-mph Governed Top Speed	\$80.00
	Requires valid FIN	N or dealer code.	
	52H	70-mph Governed Top Speed	\$80.00



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2023 Transit-150 Crew RWD Low Roof Van 130" WB Base (E1Z)

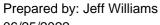
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MSRP	Description	Code	Selected
	or dealer code.	Requires valid FIN	
\$80.00	75-mph Governed Top Speed	52N	
	or dealer code.	Requires valid FIN	
\$35.00	Fleet Safety Package	59C	
	or dealer code.	Requires valid FIN	
tings.	safety features are set to ON with no driver ability to change settings (Automatic Emergency Braking	Includes: - Driver Alert	
	r	- Auto High Beam - Reverse Speed Lim	
\$265.00	Fleet Fuel Economy Package	98B	
		Requires valid FIN	
, however, the feature remains	ntion truncation and auto start-stop switch delete. With this package, lelete deletes auto stop-start technology disable button on dash, how - 5 Minute Timer ration truncation which provides improved fuel economy and energy cles.	Includes smart accele Auto start-stop switch permanently active. Includes: - Engine Idle Shutdov	
\$200.00	Engine Idle Shutdown - 5 Minute Timer	55E	
	or dealer code.	Requires valid FIN	
rgy efficiency by limiting power	ation truncation which provides improved fuel economy and energy e	Includes smart accele on unladen vehicles.	
\$200.00	Engine Idle Shutdown - 10 Minute Timer	55F	
	or dealer code.	Requires valid FIN	
rgy efficiency by limiting power	ation truncation which provides improved fuel economy and energy e	Includes smart accele on unladen vehicles.	
\$200.00	Engine Idle Shutdown - 15 Minute Timer	55G	
	or dealer code	Requires valid FIN	



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Available O	ptions (cont'd	Description	MSRP		
		eleration truncation which provides improved fuel economy and energy e			
	55H	Engine Idle Shutdown - 20 Minute Timer	\$200.00		
	Requires valid FIN or dealer code.				
	Includes smart acceleration truncation which provides improved fuel economy and energy efficiency by limiting power on unladen vehicles.				
	D9K	Built: Kansas City Plant	N/C		
	31Q	Ship-Thru: Masterack	N/C		
	310	Ship-Thru: Alt Fuel Innovations, LLC (AFI)	\$0.00		
	31A	Ship-Thru: Auto Truck	N/C		
	319	Ship-Thru: Midway Specialty Vehicles Inc (319)	\$0.00		
	312	Ship-Thru: Midway Specialty Vehicles Inc	N/C		
	31W	Ship-Thru: National Fleet Services	\$0.00		
	31K	Ship-Thru: Knapheide	N/C		
	31P	Ship-Thru: Kranz of KC	N/C		
	31S	Ship-Thru: Roush CleanTech	\$0.00		
	31H	Ship-Thru: Quigley Motors	\$0.00		



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Available (Options (cont'd)	Description	MSRP
	31V	Ship-Thru: Adrian Steel	N/C
	31C	Ship-Thru: Monroe Truck Equipment	\$0.00
	31G	Ship-Thru: Dejana	N/C
	314	Ship-Thru: Reading Equipment & Distribution LLC	N/C
	310	Ship-Thru: Driverge Vehicle Innovations LLC	N/C
	313	Ship-Thru: Utilimaster	N/C
	31T	Ship-Thru: Ford Component Sales LLC w/GFX	N/C
	316	Ship-Thru: Westport Dallas Inc	\$0.00
	315	Ship-Thru: KC Truck Systems Inc.	\$0.00
	FLADCR	Fleet Advertising Credit	\$0.00
\checkmark	WARANT Requires valid FIN co	Fleet Customer Powertrain Limited Warranty de. ear 60,000-mile limited powertrain warranty to 5-years, 100,000 miles.	N/C
	purchasers with a valid Floor entered into the sales reposition automatically be added to fleet customer before the the warranty extension on	eet Identification Number (FIN code) will receive the extended warran orting system with a sales type fleet along with a valid FIN code, the wa the vehicle. The extension will stay with the vehicle even if it is subset expiration. This extension applies to both gas and diesel powertrains. eligible fleet vehicles in OASIS. Please refer to the Warranty and Pol mercial Warranty. This change will also be reflected in the printed Wal	ty. When the sale is varranty extension will quently sold to a non- Dealers can check for icy Manual section
	FINAL1	Fleet Final Order Date: TBD	N/C



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Available Options (cont'd)					
Selected	Code	Description	MSRP		
	64C	Wheels: 16" White Steel w/Black Hubcap (Fleet)	\$35.00		
	Requires valid FIN				
Emissions					
	425	FO State Emissione System	STD		
	425	50-State Emissions System			
General Info					
	ORDER1	Initial Order Date: TBD	N/C		
	START1	Start-Up Date: TBD	N/C		
	BUILD1	Build-Out Date: TBD	N/C		

Upgrade model pricing applies to all zones

E1D - \$ 43,959.28

E9Z - \$ 47,624.52

E2D - \$ 48,417.74

R1Z - \$ 44,090.49

R1D - \$ 44,887.96

R1V - \$ 48,141.24 R2Z - \$ 49,157.58

R2D - \$49,278.28 R2V - \$ 54,496.84

W1Z - \$ 45,272.67

W1D - \$ 46,062.74

W1V - \$ 48,755.37

W2Z - \$ 49,714.44

W2D - \$ 50,453.80

W2V - \$ 53,731.65