

**Prepared for: Mr. Ronald Patterson, City of Salinas**  
200 Lincoln Ave  
Salinas, CA 93901  
Office: 831-758-4297

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**2023 Transit-350 Passenger RWD Medium Roof Van 148" WB XL (X2C)**

Price Level: 315

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**Client Proposal**

Prepared by:  
**STEPHEN ROTHSTEIN**  
Office: 831-444-4485  
Date: 06/22/2022



Prepared for: **Mr. Ronald Patterson**

City of Salinas

Prepared by: STEPHEN ROTHSTEIN

06/22/2022



Salinas Valley Ford Trucks | 1100 Auto Center Cir Salinas CA | 93907

2023 Transit-350 Passenger RWD Medium Roof Van 148" WB XL (X2C)

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**As Configured Vehicle**

| Code                         | Description  | MSRP        |
|------------------------------|--|-------------|
| <b>Base Vehicle</b>          |  |             |
| X2C                          | Base Vehicle Price (X2C)   | \$49,760.00 |
| <b>Packages</b>              |  |             |
| 301A                         | <b>Order Code 301A</b><br><i>Includes:</i><br>- Engine: 3.5L PFDi V6 Flex-Fuel<br><i>Includes port injection and auto start-stop technology.</i><br>- Transmission: 10-Spd Automatic w/OD & SelectShift<br><i>Includes auxiliary transmission oil cooler.</i><br>- 3.73 Axle Ratio<br>- GVWR: 9,250 lbs<br>- Tires: 235/65R16C 121/119 R AS BSW<br>- Wheels: 16" Silver Steel w/Black Hubcap<br>- Radio: AM/FM Stereo<br><i>Includes 4.0" multi-function display, Bluetooth and dual USB ports.</i><br>- 8 Speakers (4 Front/4 Rear) | N/C         |
| <b>Powertrain</b>            |  |             |
| 998                          | <b>Engine: 3.5L PFDi V6 Flex-Fuel</b><br><i>Includes port injection and auto start-stop technology.</i>  | Included    |
| 44U                          | <b>Transmission: 10-Spd Automatic w/OD &amp; SelectShift</b><br><i>Includes auxiliary transmission oil cooler.</i>   | Included    |
| X73                          | <b>3.73 Axle Ratio</b>   | Included    |
| STDGV                        | <b>GVWR: 9,250 lbs</b>   | Included    |
| <b>Wheels &amp; Tires</b>    |  |             |
| STDTR                        | <b>Tires: 235/65R16C 121/119 R AS BSW</b>  | Included    |
| STDWL                        | <b>Wheels: 16" Silver Steel w/Black Hubcap</b>   | Included    |
| <b>Seats &amp; Seat Trim</b> |  |             |
| 21P                          | <b>Dark Palazzo Gray Vinyl Bucket Seats w/Armrests</b><br><i>Deletes driver lumbar support. Includes 2-way manual driver seat and 2-way manual passenger seat.</i>   | N/C         |
| V                            | <b>Vinyl Front Bucket Seats</b>  | N/C         |

Prices and content availability as shown are subject to change and should be treated as estimates only. Actual base vehicle, package and option pricing may vary from this estimate because of special local pricing, availability or pricing adjustments not reflected in the dealer's computer system. See salesperson for the most current information.

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**As Configured Vehicle (cont'd)**

| Code                  | Description  | MSRP               |
|-----------------------|--|--------------------|
| <b>Other Options</b>  |  |                    |
| PAINT                 | Monotone Paint Application   | STD                |
| 148WB                 | 148" Wheelbase   | STD                |
| 92E                   | Privacy Glass<br><i>Provides protection of vehicle occupant(s) and occupant personal belongings. The glass also provides occupant comfort by helping to reduce vehicle cool-down time.</i>   | \$500.00           |
| 58U                   | Radio: AM/FM Stereo<br><i>Includes 4.0" multi-function display, Bluetooth and dual USB ports.</i>  | Included           |
|                       | <i>Includes:</i><br><i>- 8 Speakers (4 Front/4 Rear)</i>   |                    |
| 86F                   | 2 Additional Keys (4 Total)<br><i>Includes key fobs.</i>   | \$75.00            |
| <b>Fleet Options</b>  |  |                    |
| WARANT                | Fleet Customer Powertrain Limited Warranty<br><br>Requires valid FIN code.<br><br><i>Ford is increasing the 5-year 60,000-mile limited powertrain warranty to 5-years, 100,000 miles. Only Fleet purchasers with a valid Fleet Identification Number (FIN code) will receive the extended warranty. When the sale is entered into the sales reporting system with a sales type fleet along with a valid FIN code, the warranty extension will automatically be added to the vehicle. The extension will stay with the vehicle even if it is subsequently sold to a non-fleet customer before the expiration. This extension applies to both gas and diesel powertrains. Dealers can check for the warranty extension on eligible fleet vehicles in OASIS. Please refer to the Warranty and Policy Manual section 3.13.00 Gas Engine Commercial Warranty. This change will also be reflected in the printed Warranty Guided distributed with the purchase of every new vehicle.</i> | N/C                |
| <b>Emissions</b>      |  |                    |
| 425                   | 50-State Emissions System  | STD                |
| <b>Interior Color</b> |  |                    |
| VK_03                 | Dark Palazzo Gray w/Vinyl Front Bucket Seats   | N/C                |
| <b>Exterior Color</b> |  |                    |
| YZ_01                 | Oxford White   | N/C                |
| <b>SUBTOTAL</b>       |  | <b>\$50,335.00</b> |

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As Configured Vehicle (cont'd)

| Code  | Description        | MSRP        |
|-------|--------------------|-------------|
|       | Destination Charge | \$1,795.00  |
| TOTAL |                    | \$52,130.00 |

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## Pricing Summary - Single Vehicle

**MSRP***Vehicle Pricing*

|                    |                    |
|--------------------|--------------------|
| Base Vehicle Price | \$49,760.00        |
| Options            | \$575.00           |
| Colors             | \$0.00             |
| Upfitting          | \$0.00             |
| Fleet Discount     | \$0.00             |
| Fuel Charge        | \$0.00             |
| Destination Charge | \$1,795.00         |
| <b>Subtotal</b>    | <b>\$52,130.00</b> |

*Pre-Tax Adjustments*

| <b>Code</b>     | <b>Description</b>          | <b>MSRP</b>        |
|-----------------|-----------------------------|--------------------|
| 0927            | Government and SVF Discount | -\$1,144.00        |
| <b>Subtotal</b> |                             | <b>\$50,986.00</b> |

*Sales Taxes*

| <b>Code</b>     | <b>Description</b> | <b>MSRP</b>        |
|-----------------|--------------------|--------------------|
| 0387            | Sales Tax 9.25%    | \$4,724.07         |
| <b>Subtotal</b> |                    | <b>\$55,710.07</b> |

*Post-Tax Adjustments*

| <b>Code</b>     | <b>Description</b>    | <b>MSRP</b>        |
|-----------------|-----------------------|--------------------|
| DOC FEE         | DOC FEE               | \$85.00            |
| DOC             | Electronic Filing Fee | \$31.00            |
| TIRE FEE        | TIRE FEE              | \$8.75             |
| <b>Subtotal</b> |                       | <b>\$55,834.82</b> |
| <b>Total</b>    |                       | <b>\$55,834.82</b> |

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# Pricing Summary - Single Vehicle

Customer Signature

Acceptance Date

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