INDIANA GOVERNMENT BID QUOTATION

2020 Police Interceptor Utility AWD Base (K8A)
Price Level: 25

ORDERING TEMPLATE

Client Proposal
Prepared by:
Sam Roberts
Office: 812-331-2200
Quote ID: IN2020PI
Date: 11/04/2019

Sam S. Roberts
Re: Quote ID IN2020PI  11/04/2019

To Whom It May Concern,

Thank you very much for your interest in acquiring a vehicle from our dealership. We concur that your interest is well deserved. We hope that an outstanding product lineup and our dedication to customer service will enhance your ownership experience should you decide to buy a vehicle from us.

Attached, please find additional information that I hope will assist you in making a more informed decision. Please feel free to contact me at any time as I would truly appreciate the opportunity to be of service to you.

Sincerely,

Sam Roberts
Government Sales Manager
812-331-2200

Sam S. Roberts
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<table>
<thead>
<tr>
<th>Description</th>
<th>Page</th>
</tr>
</thead>
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<td>9</td>
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<tr>
<td>Warranty</td>
<td>20</td>
</tr>
</tbody>
</table>
# 2020 Police Interceptor Utility AWD Base (K8A)

**Price Level:** 25  |  **Quote ID:** IN2020PI  |  **Base Unit Quotation**

## As Configured Vehicle

<table>
<thead>
<tr>
<th>Code</th>
<th>Description</th>
<th>MSRP</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td><strong>Base Vehicle</strong></td>
<td></td>
</tr>
<tr>
<td>K8A</td>
<td><strong>Base Vehicle Price (K8A)</strong></td>
<td>$40,615.00</td>
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### Packages

<table>
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<tbody>
<tr>
<td>500A</td>
<td><strong>Order Code 500A</strong></td>
<td>N/C</td>
</tr>
<tr>
<td></td>
<td>Includes:</td>
<td></td>
</tr>
<tr>
<td></td>
<td>- 3.73 Axle Ratio</td>
<td></td>
</tr>
<tr>
<td></td>
<td>- GVWR: TBD</td>
<td></td>
</tr>
<tr>
<td></td>
<td>- Tires: 265/60R18 AS BSW</td>
<td></td>
</tr>
<tr>
<td></td>
<td>- Wheels: 18&quot; x 8&quot; 5-Spoke Painted Black Steel</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Includes polished stainless steel hub cover, center caps and full size spare.</td>
<td></td>
</tr>
<tr>
<td></td>
<td>- Unique HD Cloth Front Bucket Seats w/Vinyl Rear</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Includes reduced bolsters, driver 5-way power track (fore/aft/up/down, tilt with manual recline, 2-way manual lumbar), passenger 2-way manual track (fore/aft. with manual recline) and built-in steel intrusion plates in both front seatbacks.</td>
<td></td>
</tr>
<tr>
<td></td>
<td>- Radio: AM/FM/MP3 Capable</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Includes clock, 4-speakers, Bluetooth interface with hands-free voice command support (compatible with most Bluetooth connected mobile devices), 1 USB port and 4.2&quot; color LCD screen center stack smart display.</td>
<td></td>
</tr>
</tbody>
</table>

### Powertrain

<table>
<thead>
<tr>
<th>Code</th>
<th>Description</th>
<th>MSRP</th>
</tr>
</thead>
<tbody>
<tr>
<td>99B</td>
<td><strong>Engine: 3.3L V6 Direct-Injection</strong> (FFV) (NON-HYBRID OPTION)</td>
<td>-$3,530.00</td>
</tr>
<tr>
<td></td>
<td>(136-MPH Top Speed). Note: Deletes regenerative braking and lithium-ion battery pack; adds 250-Amp alternator, replaces HT AGM battery (900 CCA/80-amp) with HT SLI battery (730 CCA/80-amp) and replaces 19-gallon tank with 21.4-gallon.</td>
<td></td>
</tr>
<tr>
<td>44U</td>
<td><strong>Transmission: 10-Speed Automatic</strong> (44U)</td>
<td>N/C</td>
</tr>
<tr>
<td>STDAX</td>
<td>3.73 Axle Ratio</td>
<td>Included</td>
</tr>
<tr>
<td>STGDV</td>
<td>GVWR: TBD</td>
<td>Included</td>
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</table>

### Wheels & Tires

<table>
<thead>
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<th>Description</th>
<th>MSRP</th>
</tr>
</thead>
<tbody>
<tr>
<td>STDTR</td>
<td>Tires: 255/60R18 AS BSW</td>
<td>Included</td>
</tr>
<tr>
<td>STDWL</td>
<td>Wheels: 18&quot; x 8&quot; 5-Spoke Painted Black Steel</td>
<td>Included</td>
</tr>
<tr>
<td></td>
<td>Includes polished stainless steel hub cover, center caps and full size spare.</td>
<td></td>
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</tbody>
</table>

### Seats & Seat Trim

<table>
<thead>
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<th>Description</th>
<th>MSRP</th>
</tr>
</thead>
<tbody>
<tr>
<td>9</td>
<td>Unique HD Cloth Front Bucket Seats w/Vinyl Rear</td>
<td>Included</td>
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</tbody>
</table>

---

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.
## 2020 Police Interceptor Utility AWD Base (K8A)

Price Level: 25 | Quote ID: IN2020PI

## As Configured Vehicle (cont'd)

<table>
<thead>
<tr>
<th>Code</th>
<th>Description</th>
<th>MSRP</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Includes reduced bolsters, driver 6-way power track (fore/aft, up/down, tilt with manual recline), 2-way manual lumbar, passenger 2-way manual track (fore/aft, with manual recline) and built-in steel infusion plates in both front seatbacks.</td>
<td></td>
</tr>
</tbody>
</table>

### Other Options

<table>
<thead>
<tr>
<th>Code</th>
<th>Description</th>
<th>MSRP</th>
</tr>
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<tbody>
<tr>
<td>PAINT</td>
<td>Monotone Paint Application</td>
<td>STD</td>
</tr>
<tr>
<td>119WB</td>
<td>119&quot; Wheelbase</td>
<td>STD</td>
</tr>
<tr>
<td>STDRD</td>
<td>Radio: AM/FM/MP3 Capable</td>
<td>Included</td>
</tr>
</tbody>
</table>

*Includes clock, 4-speakers, Bluetooth interface with hands-free voice command support (compatible with most Bluetooth connected mobile devices), 1 USB port and 4.2" color LCD screen center stack smart display.*

<table>
<thead>
<tr>
<th>Code</th>
<th>Description</th>
<th>MSRP</th>
</tr>
</thead>
<tbody>
<tr>
<td>C09</td>
<td>Priced DORA</td>
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</table>

### Emissions

<table>
<thead>
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<tbody>
<tr>
<td>425</td>
<td>50 State Emission System</td>
<td>STD</td>
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*Flexible Fuel Vehicle (FFV) system is standard equipment for vehicles equipped with the 3.3L V6 Direct-Injection engine.*

### Interior Colors

<table>
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<th>Code</th>
<th>Description</th>
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<tbody>
<tr>
<td>96_01</td>
<td>Charcoal Black</td>
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### Primary Colors

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<tbody>
<tr>
<td>YZ_01</td>
<td>Oxford White</td>
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**Or your choice of available paints**

<table>
<thead>
<tr>
<th>SUBTOTAL</th>
<th>$37,085.00</th>
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<tbody>
<tr>
<td>Destination Charge</td>
<td>$1,195.00</td>
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<tr>
<td>TOTAL</td>
<td>$38,280.00</td>
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</table>

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<table>
<thead>
<tr>
<th></th>
<th>Destination Charge</th>
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<th>H/W</th>
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<tbody>
<tr>
<td>$1,950.00</td>
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<td>Oxid White</td>
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<td>C/56</td>
<td>C/56</td>
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<tr>
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<td>N/C</td>
<td>N/C</td>
<td>N/C</td>
<td>N/C</td>
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<tr>
<td>Headlamp</td>
<td>Headlamp</td>
<td>Headlamp</td>
<td>Headlamp</td>
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</tr>
<tr>
<td>FWD Only</td>
<td>FWD Only</td>
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<td>FWD Only</td>
<td>FWD Only</td>
<td>FWD Only</td>
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<tr>
<td>Eng: 3.5L V6 Direct-Injection (FFV)</td>
<td>Eng: 3.5L V6 Direct-Injection (FFV)</td>
<td>Eng: 3.5L V6 Direct-Injection (FFV)</td>
<td>Eng: 3.5L V6 Direct-Injection (FFV)</td>
<td>Eng: 3.5L V6 Direct-Injection (FFV)</td>
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<tr>
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</tr>
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<tr>
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<tr>
<td>17&quot; Wheelbase</td>
<td>17&quot; Wheelbase</td>
<td>17&quot; Wheelbase</td>
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<td>17&quot; Wheelbase</td>
<td>17&quot; Wheelbase</td>
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<tr>
<td>STD</td>
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<td>Included</td>
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<tr>
<td>Wheel: 18&quot; x 6.5-Spoke Premium Black Steel</td>
<td>Wheel: 18&quot; x 6.5-Spoke Premium Black Steel</td>
<td>Wheel: 18&quot; x 6.5-Spoke Premium Black Steel</td>
<td>Wheel: 18&quot; x 6.5-Spoke Premium Black Steel</td>
<td>Wheel: 18&quot; x 6.5-Spoke Premium Black Steel</td>
<td>Wheel: 18&quot; x 6.5-Spoke Premium Black Steel</td>
</tr>
<tr>
<td>Included</td>
<td>Included</td>
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<td>Included</td>
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<td>Included</td>
<td>Included</td>
<td>Included</td>
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</tr>
<tr>
<td>GWB: 73&quot;</td>
<td>GWB: 73&quot;</td>
<td>GWB: 73&quot;</td>
<td>GWB: 73&quot;</td>
<td>GWB: 73&quot;</td>
<td>GWB: 73&quot;</td>
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<td>Included</td>
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<tr>
<td>3.73 Axle Ratio</td>
<td>3.73 Axle Ratio</td>
<td>3.73 Axle Ratio</td>
<td>3.73 Axle Ratio</td>
<td>3.73 Axle Ratio</td>
<td>3.73 Axle Ratio</td>
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<tr>
<td>$4,055.00</td>
<td>$4,055.00</td>
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<td>$4,055.00</td>
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<td>$4,055.00</td>
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</table>

**WINDWON STICKER, pg 1**

**2020 Police Interceptor Utility AWD Base (KGA)**

Price Level: 2S | C/56: IN202014

Prepared by: Sam Roberts
Pricing Summary - Single Vehicle
& QUOTATION for INDIANA Government Agencies

<table>
<thead>
<tr>
<th>Description</th>
<th>MSRP</th>
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<tbody>
<tr>
<td>Base Vehicle Price</td>
<td>$40,615.00</td>
</tr>
<tr>
<td>Options &amp; Colors</td>
<td>-$3,530.00</td>
</tr>
<tr>
<td>Upfitting</td>
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</tr>
<tr>
<td>Destination Charge</td>
<td>$1,195.00</td>
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<tr>
<td><strong>Subtotal</strong></td>
<td>$38,280.00</td>
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Pre-Tax Adjustments

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<tbody>
<tr>
<td>QS029</td>
<td>INDIANA Government Bid Discounts Applied</td>
<td>-$7,032.00</td>
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<td><strong>Subtotal</strong></td>
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Post-Tax Adjustments

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<tr>
<td>IN TIRE/ENV Fee</td>
<td>State of Indiana New Tire / Environmental Fees</td>
<td>$1.25</td>
</tr>
<tr>
<td>45-Temp</td>
<td>45-Day Temporary License Plate</td>
<td>$6.00</td>
</tr>
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</table>

**Total**

$31,255.25

Paint (s) **TOTAL** $32,395.25

Customer Signature

Acceptance Date

Please review the AVAILABLE OPTIONS and select any items needed, and add those in this space:

---

Bloomington’s Community Ford-Lincoln, Inc.
INDIANA Government Sales Manager

Sam S. Roberts  812 331-2200  PoliceCarSam@gmail.com

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2020 Police Interceptor Utility AWD Base (K8A)

Price Level: 25 | Quote ID: IN2020PI

Available Options PLEASE REVIEW AND SELECT AS NEEDED:

<table>
<thead>
<tr>
<th>Selected</th>
<th>Code</th>
<th>Description</th>
<th>MSRP</th>
</tr>
</thead>
<tbody>
<tr>
<td>✓</td>
<td>500A</td>
<td>Order Code 500A</td>
<td>N/C</td>
</tr>
</tbody>
</table>

Includes:
- Engine: 3.3L V6 Direct-Injection Hybrid System
- Transmission: 10-Speed Automatic
- 3.73 Axle Ratio
- GVWR: TBD
- Tires: 255/60R18 AS BSW
- Wheels: 18" x 8" 5-Spoke Painted Black Steel
  Includes polished stainless steel hub cover, center caps and full size spare.
- Unique HD Cloth Front Bucket Seats w/Vinyl Rear
  Includes reduced bolstering, driver 6-way power track (fore/aft,up/down, tilt with manual recline, 2-way manual lumbar), passenger 2-way manual track (fore/aft, with manual recline) and built-in steel intrusion plates in both front seatbacks.
- Radio: AM/FM/MP3 Capable
  Includes clock, 4-speakers, Bluetooth interface with hands-free voice command support (compatible with most Bluetooth connected mobile devices), 1 USB port and 4.2" color LCD screen center stack smart display.

Powertrain

<table>
<thead>
<tr>
<th>Code</th>
<th>Description</th>
<th>MSRP</th>
</tr>
</thead>
<tbody>
<tr>
<td>99W</td>
<td>Engine: 3.3L V6 Direct-Injection Hybrid System</td>
<td>+$3,530.00</td>
</tr>
<tr>
<td>99B</td>
<td>Engine: 3.3L V6 Direct-Injection (FFV)</td>
<td>-$3,530.00</td>
</tr>
<tr>
<td>99C</td>
<td>Engine: 3.0L V6 EcoBoost</td>
<td>$790.00</td>
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<tr>
<td>44B</td>
<td>Transmission: 10-Speed Automatic</td>
<td>STD</td>
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<tr>
<td>44U</td>
<td>Transmission: 10-Speed Automatic (44U)</td>
<td>N/C</td>
</tr>
<tr>
<td>STDAX</td>
<td>3.73 Axle Ratio</td>
<td>STD</td>
</tr>
</tbody>
</table>

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### Available Options (cont'd)

<table>
<thead>
<tr>
<th>Selected</th>
<th>Code</th>
<th>Description</th>
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</tr>
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<tbody>
<tr>
<td></td>
<td>NONAX</td>
<td>3.31 Axle Ratio</td>
<td>N/C</td>
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<tr>
<td>✔️</td>
<td>STDGV</td>
<td>GVWR: TBD</td>
<td>STD</td>
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<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>✔️</td>
<td>STDTR</td>
<td>Tires: 255/60R18 AS BSW</td>
<td>STD</td>
</tr>
</tbody>
</table>
| ✔️       | STDWL | Wheels: 18” x 8” 5-Spoke Painted Black Steel  
*Includes polished stainless steel hub cover, center caps and full size spare.* | STD  |
|         | 64E   | Wheels: 18” Painted Aluminum  
*Spare wheel is an 18” conventional (Police) black steel wheel.* | $475.00 |
| ✔️       | 65L   | 18” 5-Spoke Full Face Wheel Covers w/Metal Clips | $60.00 |

### Wheels & Tires

### Seats & Seat Trim

<table>
<thead>
<tr>
<th>Selected</th>
<th>Code</th>
<th>Description</th>
<th>MSRP</th>
</tr>
</thead>
</table>
| ✔️       | 9    | Unique HD Cloth Front Bucket Seats w/Vinyl Rear  
*Includes reduced bolsters, driver 6-way power track (fore/aft, up/down, tilt with manual recline, 2-way manual lumbar), passenger 2-way manual track (fore/aft, with manual recline) and built-in steel intrusion plates in both front seatbacks.* | STD  |
|         | F    | Unique HD Cloth Front Bucket Seats w/Cloth Rear  
*Includes reduced bolsters, driver 6-way power track (fore/aft, up/down, tilt with manual recline, 2-way manual lumbar), passenger 2-way manual track (fore/aft, with manual recline) and built-in steel intrusion plates in both front seatbacks.* | $60.00 |
| ✔️       | 87P  | 8-Way Power Passenger Seat  
*Includes 2-way manual recline and lumbar.* | $325.00 |

### Other Options

<table>
<thead>
<tr>
<th>Selected</th>
<th>Code</th>
<th>Description</th>
<th>MSRP</th>
</tr>
</thead>
<tbody>
<tr>
<td>✔️</td>
<td>PAINT</td>
<td>Monotone Paint Application</td>
<td>STD</td>
</tr>
</tbody>
</table>

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<tr>
<th>Selected</th>
<th>Code</th>
<th>Description</th>
<th>MSRP</th>
</tr>
</thead>
<tbody>
<tr>
<td>✓</td>
<td>119WB</td>
<td>119&quot; Wheelbase</td>
<td>STD</td>
</tr>
<tr>
<td>✓</td>
<td>STDRD</td>
<td>Radio: AM/FM/MP3 Capable</td>
<td>STD</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Includes clock, 4-speakers, Bluetooth interface with</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>hands-free voice command support (compatible with most</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>Bluetooth connected mobile devices), 1 USB port and 4.2&quot;</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>color LCD screen center stack smart display.</td>
<td></td>
</tr>
<tr>
<td></td>
<td>65U</td>
<td>Interior Upgrade Package</td>
<td>$390.00</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Includes:</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>- 1st &amp; 2nd Row Carpet Floor Covering</td>
<td></td>
</tr>
<tr>
<td></td>
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<td>- Unique HD Cloth Front Bucket Seats w/Cloth Rear</td>
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<td></td>
<td></td>
<td>- Includes reduced bolsters, driver 6-way power track</td>
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<td></td>
<td></td>
<td>(fore/aft, up/down, tilt with manual recline, 2-way manual lumbar), passenger 2-way manual track (fore/aft, with manual recline) and built-in steel intrusion plates in both front seatbacks.</td>
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<td></td>
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<td>- Center Floor Console Less Shifter</td>
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<td></td>
<td></td>
<td>- Includes unique police console finish plate and console</td>
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<td></td>
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<td>top plate with 2 cup holders.</td>
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<td></td>
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<td>- Front Console Plate Delete</td>
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<td></td>
<td>- SYNC 3 Communications &amp; Entertainment System</td>
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<td></td>
<td></td>
<td>- Includes enhanced voice recognition, 4.2&quot; color LCD</td>
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<tr>
<td></td>
<td></td>
<td>screen center-stack Smart Display, AppLink, 911 Assist. Note: SYNC AppLink lets you control some of your favorite compatible mobile apps with your voice. It is compatible with select smartphone platforms. Commands may vary by phone and Applink software.</td>
<td></td>
</tr>
<tr>
<td></td>
<td>66A</td>
<td>Front Headlamp Lighting Solution</td>
<td>$895.00</td>
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<tr>
<td></td>
<td></td>
<td>Recommend using Ultimate Wiring Package (67U).</td>
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<tr>
<td></td>
<td></td>
<td>Includes LED low beam/high beam headlamp, wig-wag function and (2) red/blue/white LED side warning lights in each headlamp (factory configured: driver's side white/red / passenger side white/blue). Wiring and LED lights included (in headlamps only; grille lights not included). Controller not included. Includes:</td>
<td></td>
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<td></td>
<td></td>
<td>- Grille LED Lights, Siren &amp; Speaker Pre-Wiring</td>
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<tr>
<td></td>
<td>86T</td>
<td>Tail Lamp/Police Interceptor Housing Only</td>
<td>$60.00</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Pre-existing holes with standard twist lock sealed capability (does not include LED strobe) (eliminates need to drill housing assemblies).</td>
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</tr>
<tr>
<td></td>
<td>66B</td>
<td>Tail Lamp Lighting Solution</td>
<td>$430.00</td>
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<tr>
<td></td>
<td></td>
<td>Recommend using Ultimate Wiring Package (67U).</td>
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</tr>
<tr>
<td></td>
<td></td>
<td>Includes LED lights plus (2) rear integrated hemispheric lighthouse white LED side warning lights in taillamps. LED lights only. Wiring and controller not included.</td>
<td></td>
</tr>
<tr>
<td></td>
<td>66C</td>
<td>Rear Lighting Solution</td>
<td>$455.00</td>
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<tr>
<td></td>
<td></td>
<td>Recommend using Ultimate Wiring Package (67U).</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>Includes (2) backlit flashing linear high-intensity LED lights (driver's side red/passenger side blue) mounted to inside liftgate glass and (2) backlit flashing linear high-intensity LED lights (driver's side red/passenger side blue) installed on inside lip of liftgate (lights activate when liftgate is open). LED lights only. Wiring and controller not included.</td>
<td></td>
</tr>
</tbody>
</table>

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## Available Options (cont’d)

<table>
<thead>
<tr>
<th>Selected</th>
<th>Code</th>
<th>Description</th>
<th>MSRP</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>67H</td>
<td>Ready For The Road Package</td>
<td>$3,595.00</td>
</tr>
</tbody>
</table>
|          |      | Includes Whelen Cencom light controller head with dimmable back light, Whelen Cencom relay center/siren/amp with traffic advisor control (mounted behind 2nd row seat), light controller/relay Cencom wiring (wiring harness) with additional input/output pigtail, high current pigtail, Whelen specific WECAN cable (console to cargo area) connects Cencom to control head and grille linear LED lights (red/blue) harness. Includes:  
- Front Headlamp Lighting Solution  
  Includes LED low beam/high beam headlamp, wig-wag function and (2) red/blue/white LED side warning lights in each headlamp (factory configured; driver’s side white/red/passenger side white/blue). Wiring and LED lights included (in headlamps only; grille lights not included). Controller not included.  
- Grille LED Lights, Siren & Speaker Pre-Wiring  
- Tail Lamp Lighting Solution  
  Includes LED lights plus (2) rear integrated hemispheric light/white LED side warning lights in taillamps. LED lights only. Wiring and controller not included.  
- Rear Lighting Solution  
  Includes (2) backkit flashing linear high-intensity LED lights (driver’s side red/passenger side blue) mounted to inside liftgate glass and (2) backkit flashing linear high-intensity LED lights (driver’s side red/passenger side blue) installed on inside lip of liftgate (lights activate when liftgate is open). LED lights only. Wiring and controller not included.  
- Rear Console Plate  
- 100 Watt Siren/Speaker w/Bracket & Pigtail  
- Hidden Door-Lock Plunger  
|          |      | Includes rear-door controls inscrutable (locks, handles and windows). Note: Can manually remove window or door disable plates with special tool. Note: Locks/locks operable from driver’s door switches. |      |
|          | 67U  | Ultimate Wiring Package | $560.00 |
|          |      | Recommend Police Wire Harness Connector Kit 67V. Includes wiring harness instrument panel to rear cargo area (overlay), (2) light cables - supports up to (6) LED lights (engine compartment/grille), (1) 10-amp siren/speaker circuit engine compartment and rear hatch/cargo area wiring - supports up to (6) rear LED lights. Does not include LED lights, side connectors or controller. Includes:  
- Rear Console Plate  
- Grille LED Lights, Siren & Speaker Pre-Wiring |      |
|          | 67V  | Police Wire Harness Connector Kit - Front/Rear | $185.00 |
|          |      | See Upfitters guide for further detail www.fordpoliceinterceptorupfit.com. For connectivity to Ford PI Package solutions includes front (2) male 4-pin connectors for siren, (5) female 4-pin connectors for lighting/siren/speaker, (1) 4-pin IP connector for siren, (1) 4-pin IP connector for siren controller connectivity, (1) 8-pin sealed connector, (1) 14-pin IP connector, rear (2) male 4-pin connectors for siren, (5) female 4-pin connectors for lighting/siren/speaker, (1) 4-pin IP connector for siren controller connectivity, (1) 8-pin sealed connector and (1) 14-pin IP connector. |      |
|          | 41H  | Engine Block Heater | $90.00 |
|          | 153  | Front License Plate Bracket | N/C |
|          | 43D  | Dark Car Feature | $25.00 |

Courtesy lamps disabled when any door is opened.

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<thead>
<tr>
<th>Selected</th>
<th>Code</th>
<th>Description</th>
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</tr>
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<tbody>
<tr>
<td></td>
<td>942</td>
<td>Daytime Running Lamps</td>
<td>$45.00</td>
</tr>
<tr>
<td></td>
<td>17T</td>
<td>Switchable Red/White Lighting in Cargo Area</td>
<td>$50.00</td>
</tr>
<tr>
<td></td>
<td>21L</td>
<td>Front Warning Auxiliary LED Lights</td>
<td>$550.00</td>
</tr>
<tr>
<td></td>
<td>96W</td>
<td>Front Interior Visor LED Light Bar</td>
<td>$1,145.00</td>
</tr>
</tbody>
</table>

*Recommend using Ready for the Road Package (67H) or Ultimate Wiring Package (67U) (when not ordering the Interior Upgrade Package [65U]).*

*Super low-profile warning LED light bar fully integrated into the top of the windshield near the headliner - fully programmable. (red/red or blue/blue operation. White take down and scene capabilities).*

|          | 60A  | Grille LED Lights, Siren & Speaker Pre-Wiring         | $50.00 |

**Strongly suggested option for upfitting ease!**

|          | 43A  | Rear Auxiliary Liftgate Lights                        | $395.00|

*Recommend using Ready for the Road Package (67H) or Ultimate Wiring Package (67U).*

*Red/blue LED lights. Located beneath liftgate glass in applique panel. LED lights only. Wiring and controller not included.*

|          | 63L  | Rear Quarter Glass Side Marker LED Lights              | $575.00|

*Recommend using Ready for the Road Package (67H) or Ultimate Wiring Package (67U).*

*Includes driver side - red / passenger side - blue. LED lights only. Wiring and controller not included.*

|          | 96T  | Rear Spoiler Traffic Warning LED Lights                | $1,495.00|

*Recommend using Ready for the Road Package (67H) or Ultimate Wiring Package (67U) (when not ordering the Interior Upgrade Package [65U]).*

*Fully integrated in rear spoiler for enhanced visibility. Provides red/blue/amber directional lighting - fully programmable.*

|          | 63B  | Side Marker LED Sideview Mirrors                      | $290.00|

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Available Options (cont’d)

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<th>Description</th>
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<td></td>
<td>51P</td>
<td>Driver Side Spot Lamp Prep Kit</td>
<td>$140.00</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Does not include spot lamp housing and bulb.</td>
<td></td>
</tr>
<tr>
<td></td>
<td>51W</td>
<td>Dual Side Spot Lamp Prep Kit</td>
<td>$280.00</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Does not include spot lamp housing and bulbs.</td>
<td></td>
</tr>
<tr>
<td></td>
<td>51R</td>
<td>Driver Only LED Spot Lamp (Unity)</td>
<td>$395.00</td>
</tr>
<tr>
<td></td>
<td>51T</td>
<td>Driver Only LED Spot Lamp (Whelen)</td>
<td>$420.00</td>
</tr>
<tr>
<td></td>
<td>51S</td>
<td>Dual (Driver &amp; Passenger) LED Spot Lamps (Unity)</td>
<td>$620.00</td>
</tr>
<tr>
<td></td>
<td>51V</td>
<td>Dual (Driver &amp; Passenger) LED Spot Lamps (Whelen)</td>
<td>$665.00</td>
</tr>
<tr>
<td></td>
<td>92G</td>
<td>2nd Row, Rear Quarter &amp; Liftgate Window Solar Tint</td>
<td>$120.00</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Deletes privacy glass.</td>
<td></td>
</tr>
<tr>
<td></td>
<td>92R</td>
<td>2nd Row Only Solar Tint Glass</td>
<td>$85.00</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Includes privacy glass on rear quarter and liftgate window.</td>
<td></td>
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<tr>
<td></td>
<td>76D</td>
<td>Underbody Deflector Plate</td>
<td>$335.00</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Engine and transmission shield.</td>
<td></td>
</tr>
<tr>
<td></td>
<td>47E</td>
<td>12.1&quot; Integrated Computer Screen</td>
<td>$2,745.00</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Late availability.</td>
<td></td>
</tr>
</tbody>
</table>

Recommend using Ready for the Road Package (67H) or Ultimate Wiring Package (67U).
Located on exterior mirror housing. Includes driver side - red / passenger side - blue. LED lights only. Wiring and controller not included.

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# 2020 Police Interceptor Utility AWD Base (K8A)

Price Level: 25 | Quote ID: IN2020PI

## Available Options (cont'd)

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<th>Selected</th>
<th>Code</th>
<th>Description</th>
<th>MSRP</th>
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<tbody>
<tr>
<td></td>
<td>87R</td>
<td>Rear View Camera</td>
<td>N/C</td>
</tr>
<tr>
<td></td>
<td>19V</td>
<td>Rear Camera On-Demand</td>
<td>$230.00</td>
</tr>
<tr>
<td></td>
<td>52P</td>
<td>Hidden Door-Lock Plunger</td>
<td>$160.00</td>
</tr>
<tr>
<td></td>
<td>68G</td>
<td>Rear-Door Controls Inoperable</td>
<td>$75.00</td>
</tr>
<tr>
<td></td>
<td>18D</td>
<td>Global Lock / Unlock Feature</td>
<td>N/C</td>
</tr>
<tr>
<td></td>
<td>55F</td>
<td>Remote Keyless Entry Key Fob w/o Key Pad</td>
<td>$340.00 ✓</td>
</tr>
<tr>
<td></td>
<td>59E</td>
<td>Keyed Alike - 1435x</td>
<td>$50.00</td>
</tr>
<tr>
<td></td>
<td>59B</td>
<td>Keyed Alike - 1284x</td>
<td>$50.00</td>
</tr>
<tr>
<td></td>
<td>59D</td>
<td>Keyed Alike - 0135x</td>
<td>$50.00</td>
</tr>
<tr>
<td></td>
<td>59F</td>
<td>Keyed Alike - 0576x</td>
<td>$50.00</td>
</tr>
</tbody>
</table>

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**Note:**

- Includes 12.1" touchscreen display in center stack and allows for operation of laptop in remote location to free up cabin space in front passenger area. Audio Video Extender (AVX) box, 2 AVX cables, 2 USB cables and 1 HDMI cable.
- Includes:
  - SYNC 3 Communications & Entertainment System w/47E
  - Includes 911 Assist, VHR, SYNC Services, Applink, Bluetooth, steering wheel controls, USB port and auxiliary input jack.

- Displayed in rear view mirror. Note: This option replaces the standard display in the center stack area. Note: Camera can only be displayed in the center stack (std) OR the rear view mirror (87R).
- Includes:
  - Electrochromic Rear View Mirror
  - Video is displayed in rear view mirror.

- Allows driver to enable rear camera on-demand.

- Includes rear-door controls inoperable (locks, handles and windows). Note: Can manually remove window or door disable plate with special tool. Note: Locks/windows operable from driver's door switches.

- Locks, handles and windows. Note: Can manually remove window or door disable plate with special tool. Note: Locks/windows operable from driver's door switches.

- Global lock/unlock switches will lock/unlock all doors and rear liftgate. Eliminates overhead console liftgate unlock switch and 45-second timer. Also eliminates the blue liftgate release button if ordered with remote keyless.

- Does not include PATS. Includes 4-key fobs. Key fobs are not fobbed alike when ordered with Keyed-Alike.

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<tr>
<th>Selected</th>
<th>Code</th>
<th>Description</th>
<th>MSRP</th>
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</thead>
<tbody>
<tr>
<td></td>
<td>59J</td>
<td>Keyed Alike - 1111x</td>
<td>$50.00</td>
</tr>
<tr>
<td></td>
<td>59C</td>
<td>Keyed Alike - 1294x</td>
<td>$50.00</td>
</tr>
<tr>
<td></td>
<td>59G</td>
<td>Keyed Alike - 0151x</td>
<td>$50.00</td>
</tr>
<tr>
<td></td>
<td>16C</td>
<td>1st &amp; 2nd Row Carpet Floor Covering</td>
<td>$125.00</td>
</tr>
</tbody>
</table>

*Includes front and rear floor mats.*

|          | 85D  | Front Console Plate Delete                       | N/C   |
|          | 85S  | Rear Center Seat Delete                          | N/C   |

*Deletes the center section of the 2nd row seat. Includes molded trim floor panel in lieu of center seat section.*

|          | 85R  | Rear Console Plate                               | $45.00|

*Contours through 2nd row; channel for wiring.**Strongly suggested option for upfitting ease!**

|          | 90D  | Ballistic Door-Panel (Level III+)                 | $1,585.00|

Tested and meets the requirements of NIJ Standard 0108.01 Level III: 7.62 x 51 mm 9.7g M80 (.308 Winchester 150gr). Per LAPD requirements, they're also designed to withstand special threat rounds: 7.62 x 39 mm MSC 7.9g (Type 56), 5.56 x 45 mm M193 3.36g and 5.56 x 45mm M855 4g.

*Driver front-door only.*

|          | 90E  | Ballistic Door-Panels (Level III+)                | $3,170.00|

Tested and meets the requirements of NIJ Standard 0108.01 Level III: 7.62 x 51 mm 9.7g M80 (.308 Winchester 150gr). Per LAPD requirements, they’re also designed to withstand special threat rounds: 7.62 x 39 mm MSC 7.9g (Type 56), 5.56 x 45 mm M193 3.36g and 5.56 x 45mm M855 4g.

*Driver and passenger front-doors.*

|          | 90F  | Ballistic Door-Panel (Lvl IV+)                    | $2,415.00|

Tested and meets the requirements of NIJ Standard 0108.01 Level IV: .30-06 M2 AP 166gr (7.62 x 63 APM2 10.8g). Designed to withstand special threat rounds: 7.62 x 54R LPS 9.65g and 7.62 x 51 mm M61 9.75g (.308 Winchester 150.5gr). In addition, Level IV+ includes all of the NIJ Level III and LAPD rounds listed in footnote 2.

*Driver front-door only.*

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<tbody>
<tr>
<td></td>
<td>90G</td>
<td>Ballistic Door-Panels (Level IV+)</td>
<td>$4,830.00</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Tested and meets the requirements of NIJ Standard 0108.01 Level IV: 30-06 M2 AP 166gr (7.62 x 63 APM2 10.8g). Designed to withstand special threat rounds: 7.62 x 54R LPS 9.65g and 7.62 x 51 mm M81 9.75g (.308 Winchester 150.5gr). In addition, Level IV+ includes all of the NIJ Level III and LAPD rounds listed in footnote 2. Driver and passenger front-doors.</td>
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<tr>
<td></td>
<td>55B</td>
<td>BLIS Blind Spot Monitoring w/Cross Traffic Alert</td>
<td>$545.00</td>
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<tr>
<td></td>
<td></td>
<td>Includes:</td>
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<td></td>
<td>- Manual Fold-Away Mirrors w/Heat</td>
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<td>Without memory and without puddle lamps.</td>
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<td></td>
<td>68B</td>
<td>Police Perimeter Alert</td>
<td>$675.00</td>
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<tr>
<td></td>
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<td>Detects motion in an approximately 270-degree radius on sides and back of vehicle; if movement is determined to be a threat, chime will sound at level 1. Doors will lock and windows will automatically go up at level II. Includes visual display in instrument cluster with tracking.</td>
<td></td>
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<tr>
<td></td>
<td>76P</td>
<td>Pre-Collision Assist w/Pedestrian Detection</td>
<td>$145.00</td>
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<tr>
<td></td>
<td></td>
<td>Includes forward collision warning and Automatic Emergency Braking and unique disable switch for law enforcement use.</td>
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<tr>
<td></td>
<td>549</td>
<td>Heated Sideview Mirrors</td>
<td>$60.00</td>
</tr>
<tr>
<td></td>
<td>593</td>
<td>Perimeter Anti-Theft Alarm</td>
<td>$120.00</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Activated by hood, door or liftgate; when unauthorized entry occurs, system will flash the headlamps, parking lamps and sound the horn.</td>
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<tr>
<td></td>
<td>47A</td>
<td>Police Engine Idle Feature</td>
<td>$260.00</td>
</tr>
<tr>
<td></td>
<td></td>
<td>This feature allows you to leave the engine running and prevents your vehicle from unauthorized use when outside of your vehicle. Allows the key to be removed from ignition while vehicle remains idling.</td>
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</tr>
<tr>
<td></td>
<td>76R</td>
<td>Reverse Sensing System</td>
<td>$275.00</td>
</tr>
<tr>
<td></td>
<td>17A</td>
<td>Aux Air Conditioning</td>
<td>$610.00</td>
</tr>
<tr>
<td></td>
<td>16D</td>
<td>Badge Delete</td>
<td>N/C</td>
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# 2020 Police Interceptor Utility AWD Base (K8A)

**Price Level: 25 | Quote ID: IN2020PI**

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<tbody>
<tr>
<td></td>
<td>63V</td>
<td>Cargo Storage Vault (Includes lockable door and compartment light)</td>
<td>$245.00</td>
</tr>
<tr>
<td></td>
<td>52T</td>
<td>Class III Trailer Tow Lighting Package (Includes 4-pin and 7-pin connectors and wiring)</td>
<td>$80.00</td>
</tr>
<tr>
<td></td>
<td>19K</td>
<td>H8 AGM Battery (850 CCA/92-amp)</td>
<td>$110.00</td>
</tr>
<tr>
<td></td>
<td>68E</td>
<td>Low-Band Frequency Noise Suppression Kit (Recommended for agencies that operate radio equipment in the 39-46 MHz frequency range)</td>
<td>N/C</td>
</tr>
<tr>
<td></td>
<td>60R</td>
<td>Noise Suppression Bonds (Ground Straps)</td>
<td>$100.00</td>
</tr>
<tr>
<td></td>
<td>16P</td>
<td>Rear Bumper Step Pad</td>
<td>$95.00</td>
</tr>
<tr>
<td></td>
<td>18X</td>
<td>100 Watt Siren/Speaker w/Bracket &amp; Pigtail</td>
<td>$315.00</td>
</tr>
<tr>
<td></td>
<td>61B</td>
<td>OBD-II Split Connector (Strongly suggested option for upfitting ease!)</td>
<td>$55.00</td>
</tr>
<tr>
<td></td>
<td>79V</td>
<td>COV Required</td>
<td>N/A</td>
</tr>
<tr>
<td></td>
<td>C09</td>
<td>Priced DORA</td>
<td>N/C</td>
</tr>
</tbody>
</table>

### Fleet Options
- **D9G** Built: Chicago Plant

**Notes:**
- 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.
### Available Options (cont’d)

<table>
<thead>
<tr>
<th>Selected</th>
<th>Code</th>
<th>Description</th>
<th>MSRP</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>D9G_</td>
<td>Built: Bartlett Plant</td>
<td>N/C</td>
</tr>
<tr>
<td></td>
<td>31A</td>
<td>Ship-Thru: Auto Truck</td>
<td>$0.00</td>
</tr>
<tr>
<td></td>
<td>31C</td>
<td>Ship-Thru: Crown North America</td>
<td>$0.00</td>
</tr>
<tr>
<td>✔️</td>
<td>FLADCR</td>
<td>Fleet Advertising Credit</td>
<td>$0.00</td>
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<tr>
<td></td>
<td>FINAL2</td>
<td>Fleet Final Order Date: TBD</td>
<td>N/C</td>
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<tr>
<td></td>
<td>56M</td>
<td>Ford US National Fleet Incentives Ford US National - 08/20/19</td>
<td>$0.00</td>
</tr>
</tbody>
</table>

### Emissions

| ✔️       | 425  | 50 State Emission System | STD  |

Flexible Fuel Vehicle (FFV) system is standard equipment for vehicles equipped with the 3.3L V6 Direct-Injection engine.

### General Info

|          | ORDER1 | Initial Order Date: TBD | N/C  |
|          | START1 | Start-Up Date: TBD | N/C  |
|          | FINAL1 | Final Order Date: TBD | N/C  |
|          | BUILD1 | Build-Out Date: TBD | N/C  |

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### Warranty

**Standard Warranty**

<table>
<thead>
<tr>
<th></th>
<th>Distance</th>
<th>Months</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Basic</strong></td>
<td>36,000 miles</td>
<td>Months</td>
<td>36 months</td>
</tr>
<tr>
<td><strong>Powertrain</strong></td>
<td>100,000 miles</td>
<td>Months</td>
<td>60 months</td>
</tr>
<tr>
<td><strong>Corrosion Perforation</strong></td>
<td>Unlimited miles</td>
<td>Months</td>
<td>60 months</td>
</tr>
<tr>
<td><strong>Roadside Assistance</strong></td>
<td>60,000 miles</td>
<td>Months</td>
<td>60 months</td>
</tr>
<tr>
<td><strong>Hybrid Electrical Components</strong></td>
<td>100,000 miles</td>
<td>Months</td>
<td>96 months</td>
</tr>
</tbody>
</table>

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