

SWC 209
Lonnie Cobb Ford Contract # 80355

2024 F-150 Lightning AWD SuperCrew Cab 5.5' box 145" WB Lariat (W5L)

Price Level: 415



Client Proposal

Prepared by:
STEVEN BLACKSTOCK

Office: 731-989-2121

Date: 01/03/2024





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Lonnie Cobb Ford | 1618 Highway 45 North Henderson Tennessee | 383404005

2024 F-150 Lightning AWD SuperCrew Cab 5.5' box 145" WB Lariat (W5L)

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Warranty

Standard Warranty

Basic Warranty

Basic warranty 36 months/36,000 miles

Powertrain Warranty

Powertrain warranty 60 months/60,000 miles

Corrosion Perforation

Corrosion perforation warranty 60 months/unlimited

Roadside Assistance Warranty

Roadside warranty 60 months/60,000 miles

Hybrid/Electric Components Warranty

Hybrid/electric components warranty 96 months/100,000 miles

Traction Battery Warranty

Traction battery warranty 96 months/100,000 miles

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As Configured Vehicle

Code	Description	MSRP
W5L	Base Vehicle Price (W5L)	\$77,495.00
511A	Equipment Group 511A Standard <i>Includes:</i> - Engine: Dual eMotor - Extended Range Battery <i>Includes single onboard charging level 2 peak charging rate of 11.5kW and 131 kWh usable capacity extended range high-voltage battery.</i> - Transmission: Single-Speed - GVWR: 8,550 lbs - Tires: 20" All Season - Wheels: 20" Alloy Dark Carbonized Gray - Leather-Trimmed Heated & Ventilated Seats <i>Includes 10-way power driver with memory and multi-adjustable power front passenger (power lumbar driver/passenger).</i> - Radio: B&O Sound System by Bang & Olufsen <i>Includes FM stereo, SiriusXM w/360L, HD Radio and 8 speakers and subwoofer. Includes a three (3)-month prepaid subscription. Service is not available in Alaska and Hawaii. Trial length and service availability may vary by model, model year or trim. Details: SiriusXM audio and data services each require a subscription sold separately, or as a package, by Sirius XM Radio Inc. Your SiriusXM service will automatically stop at the end of your trial unless you decide to subscribe. If you decide to continue service after your trial, the subscription plan you choose will automatically renew thereafter and you will be charged according to your chosen payment method at then-current rates. Fees and taxes apply. To cancel you must call SiriusXM at 1-866-635-2349. See SiriusXM Customer Agreement for complete terms at www.siriusxm.com. All fees and programming subject to change. Not all vehicles or devices are capable of receiving all services offered by SiriusXM. Current information and features may not be available in all locations, or on all receivers. Satellite and streaming lineups vary slightly. ©2020 Sirius XM Radio Inc. Sirius, XM, SiriusXM and all related marks and logos are trademarks of Sirius XM Radio Inc.</i> - SYNC 4A w/Enhanced Voice Recognition <i>Includes 15" LCD capacitive touchscreen with swipe capability, wireless phone connection, cloud connected, AppLink with App catalog, 911 Assist, wireless Apple CarPlay and Android Auto compatibility, digital owners manual, adaptive dashcards, personal profiles and conversational voice command recognition. Note: Navigation services require SYNC4 and FordPass Connect (optional on select vehicles), complimentary connect service and the FordPass app (see FordPass Terms for details). Eligible vehicles receive a complimentary 3-year trial of navigation services that begins on the new vehicle warranty start date. Customers must unlock the navigation service trial by activating the eligible vehicle with a FordPass member account. If not subscribed by the end of the complimentary period, the connected navigation service will terminate, and the system will revert to embedded offline navigation. Connected service and features depend on compatible AT&T network availability. Evolving technology/cellular networks/vehicle capability may limit functionality and prevent operation of connected features. FordPass App, compatible with select smartphone platforms, is available via a download. Message and data rates may apply.</i>	N/C
997	Engine: Dual eMotor - Extended Range Battery <i>Includes single onboard charging level 2 peak charging rate of 11.5kW and 131 kWh usable capacity extended range high-voltage battery.</i>	Included
44L	Transmission: Single-Speed	Included
STDGV	GVWR: 8,550 lbs	Included
STDTR	Tires: 20" All Season	Included
645	Wheels: 20" Alloy Dark Carbonized Gray	Included
H	Leather-Trimmed Heated & Ventilated Seats	Included

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As Configured Vehicle (cont'd)

Code	Description	MSRP
	<i>Includes 10-way power driver with memory and multi-adjustable power front passenger (power lumbar driver/passenger).</i>	
145WB	145" Wheelbase	STD
PAINT	Monotone Paint Application	STD
STDRD	Radio: B&O Sound System by Bang & Olufsen	Included
	<i>Includes FM stereo, SiriusXM w/360L, HD Radio and 8 speakers and subwoofer. Includes a three (3)-month prepaid subscription. Service is not available in Alaska and Hawaii. Trial length and service availability may vary by model, model year or trim. Details: SiriusXM audio and data services each require a subscription sold separately, or as a package, by Sirius XM Radio Inc. Your SiriusXM service will automatically stop at the end of your trial unless you decide to subscribe. If you decide to continue service after your trial, the subscription plan you choose will automatically renew thereafter and you will be charged according to your chosen payment method at then-current rates. Fees and taxes apply. To cancel you must call SiriusXM at 1-866-635-2349. See SiriusXM Customer Agreement for complete terms at www.siriusxm.com. All fees and programming subject to change. Not all vehicles or devices are capable of receiving all services offered by SiriusXM. Current information and features may not be available in all locations, or on all receivers. Satellite and streaming lineups vary slightly. ©2020 Sirius XM Radio Inc. Sirius, XM, SiriusXM and all related marks and logos are trademarks of Sirius XM Radio Inc.</i>	
	<i>Includes:</i>	
	<i>- SYNC 4A w/Enhanced Voice Recognition</i>	
	<i>Includes 15" LCD capacitive touchscreen with swipe capability, wireless phone connection, cloud connected, AppLink with App catalog, 911 Assist, wireless Apple CarPlay and Android Auto compatibility, digital owners manual, adaptive dashcards, personal profiles and conversational voice command recognition. Note: Navigation services require SYNC4 and FordPass Connect (optional on select vehicles), complimentary connect service and the FordPass app (see FordPass Terms for details). Eligible vehicles receive a complimentary 3-year trial of navigation services that begins on the new vehicle warranty start date. Customers must unlock the navigation service trial by activating the eligible vehicle with a FordPass member account. If not subscribed by the end of the complimentary period, the connected navigation service will terminate, and the system will revert to embedded offline navigation. Connected service and features depend on compatible AT&T network availability. Evolving technology/cellular networks/vehicle capability may limit functionality and prevent operation of connected features. FordPass App, compatible with select smartphone platforms, is available via a download. Message and data rates may apply.</i>	
53D	Max Trailer Tow Package	\$1,100.00
	<i>Includes increased tow capability. Max towing capability TBD.</i>	
	<i>Includes:</i>	
	<i>- Trailer Brake Controller</i>	
479	Pro Power Onboard - 9.6 kW	\$1,200.00
153	Front License Plate Bracket	N/C
	<i>Standard in states requiring 2 license plates, optional to all others.</i>	
96W	Tough Bed Spray-In Bedliner	\$595.00
	Ford accessory.	
96X	Hard Folding Tonneau Pickup Box Cover	\$1,200.00
	Ford accessory.	

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As Configured Vehicle (cont'd)

Code	Description	MSRP
66A	Mobile Power Cord (120/240V)	\$500.00
HX_02	Antimatter Blue Metallic	N/C
SUBTOTAL		\$82,090.00
Destination Charge		\$2,095.00
TOTAL		\$84,185.00

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Pricing Summary - Single Vehicle

		MSRP
<i>Vehicle Pricing</i>		
Base Vehicle Price		\$77,495.00
Options		\$4,595.00
Colors		\$0.00
Upfitting		\$0.00
Fleet Discount		\$0.00
Fuel Charge		\$0.00
Destination Charge		\$2,095.00
Subtotal		\$84,185.00
<i>Pre-Tax Adjustments</i>		
Code	Description	MSRP
fleet discount	fleet discount	-\$6,887.00
Total		\$77,298.00

Customer Signature

Acceptance Date

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Alan Jay Ford Pricing

AlanJay_FORD_Pricing_Sheet_MOU (3) - Excel

	B	C	D	E	F	G
F-150	W1L 101A	F-150 CREW CAB 4WD XL 5.5' BED 145" WB 3.5L V6 EcoBoost		\$57,585	\$49,735	
F-150	W2L 200A	F-150 CREW CAB 4WD STX 5.5' BED 145" WB 2.7L V6 EcoBoost		\$57,970	\$50,129	
F-150	W2L 200A	F-150 CREW CAB 4WD STX 5.5' BED 145" WB 5.0L V8		\$59,020	\$51,129	
F-150	W1B 110A 99L	F-150 LIGHTNING BEV PRO CREW CAB 4WD (98kWh)		\$72,119	\$64,228	
F-150	W1B 311A 99L	F-150 LIGHTNING BEV XLT CREW CAB 4WD (98kWh)		\$76,819	\$68,914	
F-150	W1B 110A 99V	F-150 LIGHTNING BEV PRO CREW CAB 4WD (131kWh Extended Range)		\$83,324	\$75,895	
F-150	W1B 311A 99V	F-150 LIGHTNING BEV XLT CREW CAB 4WD (131kWh Extended Range)		\$87,824	\$80,580	
F-150	W1L 101A	F-150 CREW CAB 4WD XL 6.5' BED 157" WB 5.0L V8		\$57,185	\$49,435	
F-150	W1L 101A	F-150 CREW CAB 4WD XL 6.5' BED 157" WB 3.5L V6 EcoBoost		\$57,585	\$49,735	

Lonnie Cobb Pricing

Lonnie Cobb_Ford_Pricing (3) - Excel

	B	C	D	E	F	G	H
		W3L-300A	4X4 CREW CAB XLT 157" 3.5L HYBRID, 10 SPD AUTO w/Tow	\$58,015.00	\$52,078.00		
LIGHTNING F150		W1B-110A	4X4 CREW CAB 145" BEV PRO 5.5' BED W/TOW	\$51,990.00	\$45,203.00		
		W1B-311A	4X4 CREW CAB 145" BEV XLT 5.5' BED W/TOW	\$56,990.00	\$50,066.00		

TT Ford Pricing

TT Ford_Pricing_Sheet (4) - Excel

	C	D	E	F	G
	W1K-100A	4X2 CREW XL, 157", 2.7L V6, 10-SPD AUTO w/ TOW	\$44,645.00	\$40,653.00	
	W1K-100A	4X2 CREW CAB 145" 3.5L HYBRID, 10 SPD AUTO w/ TOW	\$47,270.00	\$43,862.00	
	W1K-100A	4X2 CREW CAB 157" 3.5L HYBRID, 10 SPD AUTO w/ TOW	\$47,475.00	\$44,105.00	
	W1L-100A	4X4 CREW XL, 145", 3.3L V6, 10-SPD AUTO w/ TOW	\$47,130.00	\$43,479.00	
	W1B-110A	4X4 CREW PRO, 145", LIGHTNING, 10-SPD AUTO w/ TOW	\$61,969.00	\$57,758.00	
	W1L-100A	4X4 CREW XL, 157", 5.0L V8, 10-SPD AUTO w/ TOW	\$49,890.00	\$44,943.00	
	W1L-100A	4X4 CREW CAB 145" 3.5L HYBRID, 10 SPD AUTO w/ TOW	\$51,625.00	\$46,312.00	
	W1L-100A	4X4 CREW CAB 157" 3.5L HYBRID, 10 SPD AUTO w/ TOW	\$52,445.00	\$47,146.00	