

SWC 209
Lonnie Cobb Ford contract # 88764

2026 Transit-350 Cargo AWD Low Roof Van 148" WB Base (W2Y)

Price Level: 650



Client Proposal

Prepared by:
STEVEN BLACKSTOCK

Office: 731-989-2121

Date: 04/23/2026





Prepared by: STEVEN BLACKSTOCK
04/21/2026

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

2026 Transit-350 Cargo AWD Low Roof Van 148" WB Base (W2Y)

Price Level: 625

Re: Vehicle Proposal 04/21/2026

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,

STEVEN BLACKSTOCK

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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

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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Price Level: 625

As Configured Vehicle

Code	Description	MSRP
W2Y	Base Vehicle Price (W2Y)	\$55,900.00
101A	<p>Order Code 101A</p> <p><i>Includes:</i></p> <ul style="list-style-type: none"> - Engine: 3.5L PFDi V6 Flex-Fuel <i>Includes port injection.</i> - Transmission: 10-Spd Automatic w/OD & SelectShift <i>Includes auxiliary transmission oil cooler.</i> - 4.10 Limited-Slip Axle Ratio - GVWR: 9,500 Lb - Tires: 235/65R16C 121/119 R as BSW - Wheels: 16" Silver Steel w/Silver Hubcaps <i>Includes exposed lug nuts.</i> - Dark Palazzo Gray Vinyl Bucket Seats <i>Includes 2-way manual driver seat, 2-way manual passenger seat and driver armrest only.</i> - Vinyl Front Bucket Seats <i>Includes driver and front-passenger manual reclining bucket seats with adjustable headrest and inboard armrest.</i> - Radio: AM/FM Stereo - SYNC 4 <i>Includes 12" center display, Bluetooth, dual USB ports, enhanced voice recognition and connectivity package which includes information on demand panel, wireless Apple CarPlay and Android Auto compatibility, cloud connected, 911 Assist, digital owner's manual and conversational voice command recognition.</i> - Ford Connectivity Package (1-Year Included) <i>Includes unlimited Wi-Fi hotspot, connected navigation, audio and video streaming, voice assistant and entertainment. Note: Ford Connectivity Package included for one-year from warranty start date, Requires activation via Ford app with credit card authorization; customer may cancel at any time. Evolving technology/cellular networks/vehicle capability may limit functionality and prevent operation of connected features. Ford may temporarily slow data speeds if such data usage reaches or exceeds 50GB within a billing cycle or due to network limitations. If a customer uses more than 50% of their data usage in a roaming country during a 60-day period, Ford may remove or limit the customer's data plan.</i> 	N/C
425	50-State Emissions System	STD
998	<p>Engine: 3.5L PFDi V6 Flex-Fuel</p> <p><i>Includes port injection.</i></p>	Included
44U	<p>Transmission: 10-Spd Automatic w/OD & SelectShift</p> <p><i>Includes auxiliary transmission oil cooler.</i></p>	Included
X4L	4.10 Limited-Slip Axle Ratio	Included
STDGV	GVWR: 9,500 Lb	Included
STDTR	Tires: 235/65R16C 121/119 R as BSW	Included
641	<p>Wheels: 16" Silver Steel w/Silver Hubcaps</p> <p><i>Includes exposed lug nuts.</i></p>	Included
51D	Spare Tire & Wheel	\$300.00

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As Configured Vehicle (cont'd)

Code	Description	MSRP
	<i>Includes 3 ton jack, tool kit and full-size matching tire.</i>	
57A	Tire Inflator & Sealant Kit Delete	-\$25.00
V	Vinyl Front Bucket Seats	Included
	<i>Includes driver and front-passenger manual reclining bucket seats with adjustable headrest and inboard armrest.</i>	
21G	Dark Palazzo Gray Vinyl Bucket Seats	Included
	<i>Includes 2-way manual driver seat, 2-way manual passenger seat and driver armrest only.</i>	
PAINT	Monotone Paint Application	STD
148WB	148" Wheelbase	STD
STDRD	Radio: AM/FM Stereo	Included
	<i>Includes:</i>	
	<i>- SYNC 4</i>	
	<i>Includes 12" center display, Bluetooth, dual USB ports, enhanced voice recognition and connectivity package which includes information on demand panel, wireless Apple CarPlay and Android Auto compatibility, cloud connected, 911 Assist, digital owner's manual and conversational voice command recognition.</i>	
	<i>- Ford Connectivity Package (1-Year Included)</i>	
	<i>Includes unlimited Wi-Fi hotspot, connected navigation, audio and video streaming, voice assistant and entertainment. Note: Ford Connectivity Package included for one-year from warranty start date, Requires activation via Ford app with credit card authorization; customer may cancel at any time. Evolving technology/cellular networks/vehicle capability may limit functionality and prevent operation of connected features. Ford may temporarily slow data speeds if such data usage reaches or exceeds 50GB within a billing cycle or due to network limitations. If a customer uses more than 50% of their data usage in a roaming country during a 60-day period, Ford may remove or limit the customer's data plan.</i>	
655	Midship Extended Range Fuel Tank (31 Gallons)	\$285.00
	<i>Includes capless fuel fill.</i>	
68J	Extended Length Passenger Running Board	\$655.00
	<i>Running board covers the A-B pillar driverside and A-C pillar passenger-side.</i>	
53B	Heavy-Duty Trailer Tow Package	\$485.00
	<i>Deletes rear tow hook. Includes 4/7 pin connector assembly and rear jumper and relay system for backup/B+/running lights. This package does not include a Trailer Brake Controller (TBC) (67D). Additionally, this option must be added at time of ordering. Neither a Ford or aftermarket trailer brake controller can be added later (after vehicle is built).</i>	
	<i>Includes:</i>	
	<i>- Tow/Haul Mode w/Trailering Wiring Provisions</i>	
	<i>- Frame Mounted Hitch Receiver</i>	
15F	Full Rear Compartment Lighting	\$75.00
	<i>Includes cargo area LED lights at C-pillar and D-pillar and rear compartment LED switch.</i>	
57G	Driver Controlled Front/Rear Aux A/C & Heater	\$860.00

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Code	Description	MSRP
	<i>Heat is distributed from rear of front-passenger seat. A/C is distributed from the rear of van.</i>	
86F	2 Additional Keys (4 Total) <i>Includes key fobs.</i>	\$75.00
153	Front License Plate Bracket Standard in states requiring two license plates and optional in all other states.	N/C
WARANT	Fleet Customer Powertrain Limited Warranty Requires valid FIN code. <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
UM_01	Agate Black Metallic	\$300.00
VK_01	Dark Palazzo Gray w/Vinyl Front Bucket Seats	N/C
SUBTOTAL		\$58,910.00
Destination Charge		\$2,095.00
TOTAL		\$61,005.00

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Pricing Summary - Single Vehicle

		MSRP
<i>Vehicle Pricing</i>		
Base Vehicle Price		\$55,900.00
Options		\$2,710.00
Colors		\$300.00
Upfitting		\$0.00
Fleet Discount		\$0.00
Fuel Charge		\$0.00
Destination Charge		\$2,095.00
Subtotal		\$61,005.00
<i>Pre-Tax Adjustments</i>		
Code	Description	MSRP
fleet discount	fleet discount	-\$7,850.00
Total		\$53,155.00

Customer Signature

Acceptance Date

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