



Borgman Ford Sales, Inc.  
3150 28th St S W, Grandville, Michigan, 494181111  
Office: 616-534-7651

## Customer Proposal

---

**Prepared by:**

Scott Gibbons  
Office: 616-706-3205  
Email: [sgibbons@borgmanfordmazda.com](mailto:sgibbons@borgmanfordmazda.com)

**Date:** 09/14/2016

**Vehicle:** 2017 F-150 XL  
4x4 Regular Cab Styleside 8' box 141" WB





---

*Re: Vehicle Proposal*

---

To Whom It May Concern,

Trade in value ----- 2010 \$8500.00  
----- 2007 \$6500.00

Sincerely,

**Scott Gibbons**

616-706-3205  
sgibbons@borgmanfordmazda.com



---

## Table of Contents

Description	Page
Cover Page .....	1
Cover Letter .....	2
Table of Contents .....	3
Selected Equip & Specs .....	4
Pricing - Single Vehicle .....	12
Window Sticker .....	13



## Selected Equipment & Specs

### Dimensions

- \* Exterior length: 227.9"
- \* Exterior height: 76.9"
- \* Turning radius: 23.1'
- \* Max ground clearance: 10.3"
- \* Front headroom: 40.8"
- \* Front shoulder room: 66.7"
- \* Approach angle: 25.7 deg
- \* Maximum cargo volume: 12.1cu.ft.
- \* Exterior width: 79.9"
- \* Wheelbase: 141.0"
- \* Min ground clearance: 9.4"
- \* Front legroom: 43.9"
- \* Front hiproom: 62.5"
- \* Passenger volume: 64.6cu.ft.
- \* Departure angle: 26.8 deg
- \* Box length: 96.0"

### Powertrain

- \* 282hp 5.0L DOHC 32 valve V-8 engine with Ti-VCT variable valve control, variable intake length, SMPI federal
- \* Part-time
- \* Fuel Economy Highway: 21 mpg
- \* Recommended fuel : regular unleaded
- \* 6 speed automatic transmission with overdrive
- \* Fuel Economy City: 15 mpg
- \* Capless fuel filler

### Suspension/Handling

- \* Front independent double wishbone suspension with anti-roll bar, gas-pressurized shocks
- \* Speed-sensing electric power-assist rack-pinion Steering
- \* P265/70SR17 OWL AT front and rear tires
- \* Rear rigid axle leaf spring suspension with gas-pressurized shocks
- \* Front and rear 17 x 7.5 silver aluminum wheels

### Body Exterior

- \* 2 doors
- \* Black door mirrors
- \* Class IV trailer hitch with trailer sway control
- \* Easy lift tailgate
- \* Trailer harness
- \* Clearcoat paint
- \* Driver and passenger folding door mirrors
- \* Chrome bumpers
- \* Bed-rail protectors
- \* Easy lower tailgate
- \* Box style: regular
- \* Front and rear 17 x 7.5 wheels

### Convenience

- \* Manual air conditioning
- \* Manual front windows
- \* Manual tilt steering wheel
- \* Day-night rearview mirror
- \* Smart device integration
- \* Front cupholders
- \* Driver and passenger door bins
- \* Cruise control with steering wheel controls
- \* Manual door locks
- \* Manual telescopic steering wheel
- \* Wireless phone connectivity
- \* 1 1st row LCD monitor
- \* Passenger visor mirror

### Seats and Trim

- \* Seating capacity of 3
- \* 4-way driver seat adjustment
- \* Centre front armrest
- \* Front 40-20-40 split-bench seat
- \* 4-way passenger seat adjustment
- \* Cloth seat upholstery

### Entertainment Features

- \* AM/FM stereo radio
- \* Steering wheel mounted radio controls
- \* Wireless streaming
- \* SYNC external memory control
- \* 8 speakers
- \* Fixed antenna

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.



## Selected Equipment & Specs (cont'd)

### Lighting, Visibility and Instrumentation

- \* Halogen aero-composite headlights
- \* Fully automatic headlights
- \* Variable intermittent front windshield wipers
- \* Tachometer
- \* Oil pressure gauge
- \* Low tire pressure warning
- \* Delay-off headlights
- \* Front fog lights
- \* Light tinted windows
- \* Voltmeter
- \* Outside temperature display
- \* Trip odometer

### Safety and Security

- \* 4-wheel ABS brakes
- \* 4-wheel disc brakes
- \* ABS and driveline traction control
- \* Dual seat mounted side impact airbag supplemental restraint system
- \* Airbag supplemental restraint system occupancy sensor
- \* SecuriLock immobilizer
- \* Brake assist with hill hold control
- \* Electronic stability
- \* Dual front impact airbag supplemental restraint system
- \* Safety Canopy System curtain 1st row overhead airbag supplemental restraint system
- \* Manual door locks
- \* Manually adjustable front head restraints

### Dimensions

#### General Weights

Curb .....	4427 lbs.	GVWR .....	6950 lbs.
Front GAWR .....	3375 lbs.	Rear GAWR .....	3800 lbs.
Payload .....	2290 lbs.	Front curb weight .....	2685 lbs.
Rear curb weight .....	1742 lbs.	Front spring rating .....	3375 lbs.
Rear spring rating .....	3800 lbs.	Front tire/wheel capacity .....	3650 lbs.
Rear tire/wheel capacity .....	4056 lbs.		

#### Trailing Type

Type .....	Regular	Harness .....	Yes
Class .....	IV	Hitch .....	Yes
Trailer sway control .....	Yes		

#### General Trailing

5th-wheel towing capacity .....	8900 lbs.	Towing capacity .....	9000 lbs.
GCWR .....	14100 lbs.		

#### Fuel Tank type

Capacity .....	23 gal.	Capless fuel filler .....	Yes
----------------	---------	---------------------------	-----

#### Off Road

Approach angle .....	26 deg	Departure angle .....	27 deg
Ramp breakover angle .....	22 deg	Min ground clearance .....	9 "
Max ground clearance .....	10 "	Load floor height .....	36 "

#### Exterior cargo

Length .....	96.0 "	Minimum width .....	50.6 "
Volume .....	77.4 cu.ft.	Pickup box depth .....	21.4 "
Maximum width .....	65.2 "	Tailgate width .....	60.3 "

#### Interior cargo

Maximum cargo volume .....	12.1 cu.ft.
----------------------------	-------------

### Powertrain

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.



## Selected Equipment & Specs (cont'd)

### Engine Type

Block material .....	Aluminum	Cylinders .....	V-8
Head material .....	Aluminum	Ignition .....	Electronic
Injection .....	Sequential MPI	Liters .....	5.0L
Orientation .....	Longitudinal	Recommended fuel .....	Regular unleaded
Valves per cylinder .....	4	Valvetrain .....	DOHC
Variable valve control .....	Ti-VCT		

### Engine Spec

Bore .....	3.63"	Compression ratio .....	10.5:1
Displacement .....	302 cu.in.	Stroke .....	3.65"

### Engine Power

Output .....	282 HP @ 6,250 RPM	Torque .....	253 ft.-lb @ 4,250 RPM
--------------	--------------------	--------------	------------------------

### Alternator

Amps .....	200
------------	-----

### Battery

Amp hours .....	70	Cold cranking amps .....	610
Run down protection .....	Yes		

### Engine Extras

Radiator .....	HD
----------------	----

### Transmission

Electronic control .....	Yes	Lock-up .....	Yes
Overdrive .....	Yes	Speed .....	6
Type .....	Automatic		

### Transmission Gear Ratios

1st .....	4.17	2nd .....	2.34
3rd .....	1.52	4th .....	1.14
5th .....	0.86	6th .....	0.69
Reverse Gear ratios .....	3.4		

### Transmission Torque Converter

Stall ratio .....	2.30
-------------------	------

### Transmission Extras

Driver selectable mode .....	Yes
------------------------------	-----

### Drive Type

4wd type .....	Part-time	Type .....	Four-wheel
----------------	-----------	------------	------------

### Drive Feature

Traction control .....	ABS and driveline	Locking hub control .....	Auto
Transfer case shift .....	Electronic		

### Drive Axle

Ratio .....	3.31
-------------	------

### Exhaust

Material .....	Stainless steel	System type .....	Single
----------------	-----------------	-------------------	--------

### Emissions

CARB .....	Federal	EPA .....	Tier 2 Bin 4
------------	---------	-----------	--------------

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.



## Selected Equipment & Specs (cont'd)

### *fuel Economy*

City .....	15 mpg	Highway .....	21 mpg
Fuel type .....	Gasoline	Combined .....	17 mpg

### *Fuel Economy (Alternate 1)*

City .....	11 mpg	Highway .....	16 mpg
Fuel type .....	E85	Combined .....	13 mpg

### *Acceleration*

0-60 mph (s) .....	5.29
--------------------	------

### *1/4 Mile*

Seconds .....	13.8	Speed .....	105 mph
---------------	------	-------------	---------

### *Skid Pad*

Lateral acceleration (g) .....	0.8
--------------------------------	-----

### *Slalom*

Speed .....	55 mph
-------------	--------

### *Green Values*

Energy Impact Score (Barrels per year) .....	19.4	Carbon FP / Tailpipe and upstream total GHG (CO <sub>2</sub> , tons per year) .....	10.3
Energy Impact Score (Barrels per year) .....	5.8		

## **Driveability**

### *Brakes*

ABS .....	4-wheel	ABS channels .....	4
Type .....	4-wheel disc	Vented discs .....	Front and rear

### *Brake Assistance*

Brake assist .....	Yes	Hill hold control .....	Yes
--------------------	-----	-------------------------	-----

### *Suspension Control*

Ride .....	Regular	Electronic stability ..	Stability control with anti-roll
------------	---------	-------------------------	----------------------------------

### *Front Suspension*

Independence .....	Independent	Type .....	Double wishbone
Anti-roll bar .....	Regular		

### *Front Spring*

Type .....	Coil	Grade .....	Regular
------------	------	-------------	---------

### *Front Shocks*

Type .....	Gas-pressurized
------------	-----------------

### *Rear Suspension*

Independence .....	Rigid axle	Type .....	Leaf
--------------------	------------	------------	------

### *Rear Spring*

Type .....	Leaf	Grade .....	Regular
------------	------	-------------	---------

### *Rear Shocks*

Type .....	Gas-pressurized
------------	-----------------

### *Steering*

Speed-sensing .....	Yes	Activation .....	Electric power-assist
---------------------	-----	------------------	-----------------------

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.



## Selected Equipment & Specs (cont'd)

Type .....	Rack-pinion		
<i>Steering Specs</i>			
# of wheels .....	2		
<b>Exterior</b>			
<i>Front Wheels</i>			
Diameter .....	17"	Width .....	7.50"
<i>Rear Wheels</i>			
Diameter .....	17"	Width .....	7.50"
<i>Spare Wheels</i>			
Wheel material .....	Steel		
<i>Front and Rear Wheels</i>			
Appearance .....	Silver	Material .....	Aluminum
<i>Front Tires</i>			
Aspect .....	70	Diameter .....	17"
Sidewalls .....	OWL	Speed .....	S
Tread .....	AT	Type .....	P
Width .....	265mm		
<i>Rear Tires</i>			
Aspect .....	70	Diameter .....	17"
Sidewalls .....	OWL	Speed .....	S
Tread .....	AT	Type .....	P
Width .....	265mm		
<i>Spare Tire</i>			
Mount .....	Underbody w/crankdown	Type .....	Full-size
<i>Wheels</i>			
Turning radius .....	23.1'	Wheelbase .....	141.0"
<i>Body Features</i>			
Body material .....	Aluminum	Side impact beams .....	Yes
Active grille shutters .....	Yes		
<i>Body Doors</i>			
Door count .....	2	Rear cargo .....	Tailgate
<i>Pickup</i>			
Bed liner .....	Drop-in	Box style .....	Regular
Bed-rail protectors .....	Yes	Easy lift tailgate .....	Yes
Easy lower tailgate .....	Yes		
<i>Exterior Dimensions</i>			
Length .....	227.9"	Body width .....	79.9"
Body height .....	76.9"	Frame section modulus .....	5.0cu.in.
Frame yield strength (psi) .....	49300.0	Front bumper to Front axle .....	37.8"
<b>Safety</b>			
<i>Airbags</i>			
Driver front-impact .....	Yes	Driver side-impact .....	Seat mounted

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.



## Selected Equipment & Specs (cont'd)

Occupancy sensor .....	Yes	Overhead ... Safety Canopy System curtain 1st row	
Passenger front-impact .....	Yes	Passenger side-impact .....	Seat mounted
<b>Seatbelt</b>			
Height adjustable .....	Front	Pre-tensioners .....	Front
Pre-tensioners (#) .....	2		
<b>Security</b>			
Immobilizer .....	SecuriLock		
<b>Seating</b>			
<b>Passenger Capacity</b>			
Capacity .....	3		
<b>Front Seats</b>			
Split .....	40-20-40	Type .....	Split-bench
<b>Driver Seat</b>			
Fore/aft .....	Manual	Reclining .....	Manual
Way direction control .....	4		
<b>Passenger seat</b>			
Fore/aft .....	Manual	Reclining .....	Manual
Way direction control .....	4		
<b>Front Head Restraint</b>			
Control .....	Manual	Type .....	Adjustable
<b>Front Armrest</b>			
Centre .....	Yes		
<b>Front Seat Trim</b>			
Material .....	Cloth	Back material .....	Carpet
<b>Convenience</b>			
<b>AC And Heat Type</b>			
Air conditioning .....	Manual		
<b>Audio System</b>			
Radio .....	AM/FM stereo	Radio grade .....	Regular
Seek-scan .....	Yes	External memory control .....	SYNC
<b>Audio Speakers</b>			
Speaker type .....	Regular	Speakers .....	8
<b>Audio Controls</b>			
Steering wheel controls .....	Yes	Voice activation .....	Yes
Wireless streaming .....	Bluetooth yes		
<b>Audio Antenna</b>			
Type .....	Fixed		
<b>LCD Monitors</b>			
1st row .....	1	Primary monitor size (inches) .....	4.2
<b>Cruise Control</b>			

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.



## Selected Equipment & Specs (cont'd)

Cruise control ..... With steering wheel controls

### Convenience Features

12V DC power outlet ..... 2  
Smart device integration ..... App link

Wireless phone connectivity ..... Bluetooth

### Door Lock Activation

Type ..... Manual

### Door Lock Type

Tailgate/rear door lock ..... Manual

### Instrumentation Type

Display ..... Analog

### Instrumentation Gauges

Tachometer ..... Yes  
Engine temperature ..... Yes  
Transmission fluid temp ..... Yes

Oil pressure ..... Yes  
Voltmeter ..... Yes

### Instrumentation Warnings

Oil pressure ..... Yes  
Battery ..... Yes  
Key ..... Yes  
Door ajar ..... Yes  
Brake fluid ..... Yes

Engine temperature ..... Yes  
Lights on ..... Yes  
Low fuel ..... Yes  
Service interval ..... Yes  
Low tire pressure ..... Tire specific

### Instrumentation Displays

Clock ..... In-radio display

Exterior temp ..... Yes

### Instrumentation Feature

PRND in IP ..... Yes

Trip odometer ..... Yes

### Steering Wheel Type

Material ..... Urethane  
Telescoping ..... Manual

Tilting ..... Manual

### Front Side Windows

Window 1st row activation ..... Manual

### Window Features

Tinted ..... Light

### Front Windshield

Wiper ..... Variable intermittent

### Rear Windshield

Window ..... Fixed

## Interior

### Passenger Visor

Mirror ..... Yes

### Rear View Mirror

Day-night ..... Yes

### Headliner

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.



## Selected Equipment & Specs (cont'd)

Coverage .....	Full	Material .....	Cloth
<i>Floor Trim</i>			
Coverage .....	Full	Covering .....	Vinyl/rubber
<i>Trim Feature</i>			
Gear shift knob .....	Urethane	Cabback insulator .....	Yes
Interior accents .....	Chrome		
<i>Lighting</i>			
Dome light type .....	Fade	Variable IP lighting .....	Yes
<i>Storage</i>			
Driver door bin .....	Yes	Front Beverage holder(s) .....	Yes
Glove box .....	Yes	Passenger door bin .....	Yes
Instrument panel .....	Bin	Dashboard .....	Yes
<i>Legroom</i>			
Front .....	43.9"		
<i>Headroom</i>			
Front .....	40.8"		
<i>Hip Room</i>			
Front .....	62.5"		
<i>Shoulder Room</i>			
Front .....	66.7"		
<i>Interior Volume</i>			
Passenger volume .....	64.6 cu.ft.		

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.



## Pricing - Single Vehicle

	MSRP
<i>Vehicle Pricing</i>	
Vehicle Price	\$31,485.00
Options & Colors	\$4,330.00
Upfitting	\$0.00
Destination Charge	\$1,195.00
<b>Subtotal</b>	<b>\$37,010.00</b>
<i>Pre-Tax Adjustments</i>	
<b>Description</b>	
GPC	-\$8,613.00
PREFERRED CUSTOMER PRICE REDUCTION	-\$2,000.00
<b>Subtotal</b>	<b>\$26,397.00</b>
<i>Sales Taxes</i>	
<b>Description</b>	
TITLE AND PLATE FEE	\$15.00
<b>Total</b>	<b>\$26,412.00</b>

\_\_\_\_\_  
 Customer Signature

\_\_\_\_\_  
 Acceptance Date

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.



**Major Equipment**

(Based on selected options, shown at right)

5.0L V-8 DOHC w/SMPI 282hp  
 6 speed automatic w/OD

- \* 4-wheel ABS
- \* Traction control
- \* Battery with run down protection
- \* Air conditioning
- \* AM/FM stereo with seek-scan, external memory control
- \* Daytime running
- \* Variable intermittent wipers
- \* Dual front airbags
- \* Airbag occupancy sensor
- \* Tachometer
- \* Audio control on steering wheel
- \* Front spring rating: 3375 lbs.
- \* Frame section modulus: 5 cu.in.

Exterior:Oxford White  
 Interior:Dark Earth Gray

- \* Brake assistance
- \* P 265/70R17 OWL AT S-rated tires
- \* Advance Trac w/Roll Stability Control
- \* Tinted glass
- \* Bluetooth wireless streaming
- \* Dual manual mirrors
- \* 17 x 7.5 aluminum wheels
- \* Driver and front passenger seat mounted side airbags
- \* SecuriLock immobilizer
- \* Reclining front split-bench seats
- \* Class IV hitch
- \* Rear spring rating: 3800 lbs.
- \* Frame Yield Strength 49300 psi

**Fuel Economy**

**City**

15 mpg



**Hwy**

21 mpg

**Selected Options**

MSRP

STANDARD VEHICLE PRICE .....	\$31,485.00
Equipment Group 100A Base .....	N/C
Transmission: Electronic 6-Speed Automatic .....	Included
Tires: P265/70R17 OWL A/T .....	Included
Cloth 40/20/40 Front Seat .....	Included
141" Wheelbase .....	STD
Monotone Paint Application .....	STD
Radio: AM/FM Stereo w/4 Speakers .....	Included
Engine: 5.0L V8 FFV .....	\$1,595.00
3.31 Axle Ratio .....	Included
GVWR: 6,950 lbs Payload Package .....	Included
SYNC .....	\$420.00
Cruise Control .....	\$225.00
XL Chrome Appearance Package (Fleet) .....	\$775.00
Wheels: 17" Silver Painted Aluminum .....	Included
Front & Rear Chrome Bumpers .....	Included
Fog Lamps (Fleet) .....	Included
Trailer Tow Package (Fleet) .....	\$495.00
Auxiliary Transmission Oil Cooler .....	Included
Class IV Trailer Hitch Receiver .....	Included
Upgraded Front Stabilizer Bar .....	Included

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.



Borgman Ford Sales, Inc.  
 3150 28th St S W, Grandville, Michigan, 494181111  
 Office: 616-534-7651

**2017 F-150, Regular Cab Styleside**  
 4x4 Regular Cab Styleside 8' box 141" WB XL(F1E)

XL Power Equipment Group .....	\$970.00
- Option Discount .....	-\$500.00
Power Glass Sideview Mirrors w/Black Skull Caps ...	Included
Illuminated Entry .....	Included
MyKey .....	Included
Perimeter Alarm .....	Included
Power Door Locks .....	Included
Power Tailgate Lock .....	Included
Power Front Windows .....	Included
Drop-In Bedliner (Pre-Installed) .....	\$350.00
Oxford White .....	N/C
Dark Earth Gray .....	N/C
<hr/>	
SUBTOTAL .....	\$35,815.00
Destination Charge .....	\$1,195.00
<hr/>	
<b>TOTAL .....</b>	<b>\$37,010.00</b>

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.