

QUOTATION & PROPOSAL

City of Greenfield

2020 Fusion 4dr AWD Sedan SE (P0T)

Price Level: 35



Client Proposal

Prepared by:

Sam Roberts

Office: 812-331-2200

Date: 02/22/2020

Sam S. Roberts



Community Ford of Bloomington | 2200 S Walnut St, Bloomington, Indiana, 474016520

Office: 812-331-2200 | Fax: 812-331-3377



Prepared by: Sam Roberts
02/22/2020

Community Ford of Bloomington | 2200 S Walnut St Bloomington Indiana | 474016520

2020 Fusion 4dr AWD Sedan SE (P0T)

Price Level: 35

Re: Vehicle Proposal 02/22/2020

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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02/22/2020

Community Ford of Bloomington | 2200 S Walnut St Bloomington Indiana | 474016520

2020 Fusion 4dr AWD Sedan SE (P0T)

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Community Ford of Bloomington | 2200 S Walnut St Bloomington Indiana | 474016520

2020 Fusion 4dr AWD Sedan SE (P0T)

Price Level: 35

As Configured Vehicle

Code	Description	MSRP
Base Vehicle		
P0T	Base Vehicle Price (P0T)	\$27,885.00
Packages		
150A	Equipment Group 150A	\$0.00
	- Option Discount	-\$795.00
	<i>Includes:</i> - Engine: 2.0L EcoBoost - Transmission: 6-Speed Automatic w/Paddle Shifters Includes SelectShift. - Tires: 18" - Cloth Front Bucket Seats Includes 10-way power driver seat with 2-way power lumbar (fore/aft, up/down with recline, tilt), 6-way power passenger seat (fore/aft, up/down with recline) and 4-way front seat head restraints. - Radio: AM/FM/MP3 Stereo Includes 6 speakers. - SYNC 3 Communications & Entertainment System Includes enhanced voice recognition, 2 4.2" driver configurable LCD displays in instrument cluster, 8" center LCD capacitive touchscreen with swipe capability, AppLink, 911 Assist, Apple CarPlay, Android Auto and 2 smart charging USB ports. - SiriusXM Radio Includes 6-month prepaid subscription. Service not available in Alaska or Hawaii. SiriusXM audio and data services each require a subscription sold separately, or as a package, by SiriusXM Radio Inc. 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. SiriusXM and all related marks and logos are trademarks of SiriusXM Radio Inc. - Fusion SE All-Wheel-Drive Package - Wheels: 18" Machined-Face Aluminum - Premium Floor Liners Front & Rear - Heated Front Seats - Upgraded Sideview Mirrors w/Heat Includes memory and turn signal indicators.	
Powertrain		
999	Engine: 2.0L EcoBoost	Included
44W	Transmission: 6-Speed Automatic w/Paddle Shifters <i>Includes SelectShift.</i>	Included
Wheels & Tires		
STDTR	Tires: 18"	Included
STDWL	Wheels: 18" Machined-Face Aluminum	Included
Seats & Seat Trim		

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Price Level: 35

As Configured Vehicle (cont'd)

Code	Description	MSRP
D	Cloth Front Bucket Seats <i>Includes 10-way power driver seat with 2-way power lumbar (fore/aft, up/down with recline, tilt), 6-way power passenger seat (fore/aft, up/down with recline) and 4-way front seat head restraints.</i>	Included

Other Options

PAINT	Monotone Paint Application	STD
STDRD	Radio: AM/FM/MP3 Stereo <i>Includes 6 speakers.</i> <i>Includes:</i> <i>- SYNC 3 Communications & Entertainment System</i> <i>Includes enhanced voice recognition, 2 4.2" driver configurable LCD displays in instrument cluster, 8" center LCD capacitive touchscreen with swipe capability, AppLink, 911 Assist, Apple CarPlay, Android Auto and 2 smart charging USB ports.</i> <i>- SiriusXM Radio</i> <i>Includes 6-month prepaid subscription. Service not available in Alaska or Hawaii. SiriusXM audio and data services each require a subscription sold separately, or as a package, by SiriusXM Radio Inc. 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. SiriusXM and all related marks and logos are trademarks of SiriusXM Radio Inc.</i>	Included

Emissions

425	50-State Emissions System	STD
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Interior Colors

DT_01	Ebony	N/C
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Primary Colors

L3_02	Alto Blue Metallic Tinted Clearcoat	\$395.00
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SUBTOTAL		\$27,485.00
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Destination Charge		\$995.00
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TOTAL MSRP		\$28,480.00
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WINDOW STICKER , pg 1

Community Ford of Bloomington | 2200 S Walnut St Bloomington Indiana | 474016520

2020 Fusion 4dr AWD Sedan SE (P0T)

Price Level: 35

Major Equipment

- (Based on selected options, shown at right)
- 2.0L I-4 DOHC w/gasoline direct injection 245hp
- 6 speed automatic w/OD
- * 4-wheel ABS
- * Electric parking brake
- * P 235/45R18 BSW AS V-rated tires
- * Advance Trac w/Roll Stability Control
- * Dual zone electronic automatic temperature control
- * SiriusXM AM/FM/Satellite with seek-scan, external memory control, internet radio
- * Daytime running
- * Rear child safety locks
- * Variable intermittent rain detecting wipers speed-sensitive wipers wipers
- * Dual front airbags
- * Airbag occupancy sensor
- * Rear window defroster
- * Message Center
- * Heated reclining front bucket seats
- * Audio control on steering wheel

Fuel Economy

As Configured Vehicle

As Configured Vehicle	MSRP
STANDARD VEHICLE PRICE	\$27,885.00
Equipment Group 150A	\$0.00
- Option Discount	-\$795.00
Engine: 2.0L EcoBoost	Included
Transmission: 6-Speed Automatic w/Paddle Shifters	Included
Tires: 18"	Included
Wheels: 18" Machined-Face Aluminum	Included
Cloth Front Bucket Seats	Included
Monotone Paint Application	STD
Radio: AM/FM/MP3 Stereo	Included
50-State Emissions System	STD
Fusion SE All-Wheel-Drive Package	Included
SYNC 3 Communications & Entertainment System	Included
SiriusXM Radio	Included
Premium Floor Liners Front & Rear	Included
Heated Front Seats	Included
Upgraded Sideview Mirrors w/Heat	Included
Alto Blue Metallic Tinted Clearcoat	\$395.00
Ebony	N/C

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WINDOW STICKER , pg 2

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City		Hwy	As Configured Vehicle	MSRP
20 mpg		29 mpg		
SUBTOTAL				\$27,485.00
Destination Charge				\$995.00
TOTAL MSRP				\$28,480.00

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QUOTATION & PROPOSAL for City of Greenfield

Pricing Summary - Single Vehicle

MSRP

Vehicle Pricing

Base Vehicle Price	\$27,885.00
Options & Colors	-\$400.00
Upfitting	\$0.00
Destination Charge	\$995.00

Subtotal \$28,480.00

Pre-Tax Adjustments

Code	Description	
QS029	INDIANA Government Bid Discounts Applied	-\$4,811.00

Subtotal \$23,669.00

Post-Tax Adjustments

Code	Description	
IN TIRE/ENV Fee	State of Indiana New Tire / Environmental Fees	\$1.25
45-Temp <small>IN. BMV 45-Day Temp tag</small>	45-Day Temporary License Plate	\$6.00

Total \$23,676.25

Qty _____

Customer Signature _____

Acceptance Date _____

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

Sam S. Roberts

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2020 Fusion 4dr AWD Sedan SE (P0T)

Price Level: 35

Selected Equip & Specs

Dimensions

• Exterior length: 191.7" • Exterior width: 75.2" • Exterior height: 58.1" • Wheelbase: 112.2" • Front track: 62.7" • Rear track: 62.4" • Turning radius: 18.8' • Front legroom: 44.3" • Rear legroom: 38.3" • Front headroom: 39.2" • Rear headroom: 37.8" • Front hiproom: 55.0" • Rear hiproom: 54.4" • Front shoulder room: 57.8" • Rear shoulder room: 56.9" • Passenger volume: 102.8cu.ft. • Cargo volume: 16.0cu.ft. • Maximum cargo volume: 16.0cu.ft.

Powertrain

* **245hp 2.0L DOHC 16 valve intercooled turbo I-4 engine with Ti-VCT variable valve control, gasoline direct injection** • Recommended fuel : premium unleaded • LEV3-ULEV70 • 6 speed automatic transmission with overdrive • All-wheel • Limited slip differential • Fuel Economy City: 20 mpg • Fuel Economy Highway: 29 mpg • Capless fuel filler

Suspension/Handling

• Front independent strut suspension with anti-roll bar, gas-pressurized shocks • Rear independent multi-link suspension with anti-roll bar, gas-pressurized shocks • Speed-sensing electric power-assist rack-pinion Steering • Front and rear 18 x 8 painted aluminum wheels • P235/45VR18 BSW AS front and rear tires

Body Exterior

• 4 doors • Driver and passenger power remote heated, manual folding door mirrors with turn signal indicator • Turn signal indicator in mirrors • Body-coloured door mirrors • Body-coloured bumpers * **Metallic paint** • Front and rear 18 x 8 wheels

Convenience

• Dual zone front automatic air conditioning with air filter • Driver seat memory • Memory features include 2 Memory settings, door mirrors • Cruise control with steering wheel controls • Power windows • Front and rear 1-touch up • Front and rear 1-touch down • Remote power door locks with 2 stage unlock and illuminated entry • Proximity key push button start only • Extra FOB controls cargo access, windows • Manual tilt steering wheel • Manual telescopic steering wheel • Day-night rearview mirror with auto-dimming • FordPass Connect 4G LTE WiFi internet access • SYNC 3 911 Assist emergency SOS • Wireless phone connectivity • 3 1st row LCD monitors • Front and rear cupholders • Dual expandable coverage illuminated visor mirrors • Full floor console • Driver and passenger door bins • Rear door bins

Seats and Trim

• Seating capacity of 5 • Front bucket seats • 8-way power driver seat adjustment • Power 2-way driver lumbar support • Power height adjustable driver seat • 6-way power passenger seat adjustment • Centre front armrest • Heated front seats • 60-40 folding rear bench seat • Cloth seat upholstery • Metal-look instrument panel insert • Metal-look/piano black console insert • Metal-look gear shifter material

Entertainment Features

• SiriusXM AM/FM/Satellite radio with radio data system • SYNC 3 external memory control • Steering wheel mounted radio controls • 6 speakers • Streaming audio • Integrated roof antenna

Lighting, Visibility and Instrumentation

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Selected Equip & Specs (cont'd)

• Halogen projector beam headlights • Delay-off headlights • Fully automatic headlights • LED brakelights • Variable intermittent front windshield wipers • Rain sensing wipers • Speed sensitive wipers • Rear window defroster • Light tinted windows • Front and rear reading lights • Tachometer • Compass • Outside temperature display • Camera(s) - rear • Low tire pressure warning • Trip computer • Reverse Sensing System parking sensors • Trip odometer • Lane departure • Ford Co-Pilot360 - Blind Spot Information System (BLIS) blind spot • Configurable digital/analog gauges

Safety and Security

• 4-wheel ABS brakes • Brake assist with hill hold control • Electric parking brake • 4-wheel disc brakes • AdvanceTrac Electronic stability control • ABS and driveline traction control • Dual front impact airbag supplemental restraint system • Dual seat mounted side impact airbag supplemental restraint system • Curtain 1st and 2nd row overhead airbag supplemental restraint system • Knee airbag supplemental restraint system • Airbag supplemental restraint system occupancy sensor • Remote activated perimeter/approach lighting • Power remote door locks with 2 stage unlock and panic alarm • Security system with SecuriLock immobilizer and stolen vehicle tracking system • MyKey restricted driving mode • Manually adjustable front head restraints with tilt • 3 manually adjustable rear head restraints • Ford Co-Pilot360 - Blind Spot Information System (BLIS) blind spot • Ford Co-Pilot360 - Automatic Emergency Braking (AEB) Feature

Dimensions

General Weights

Curb 3,816 lbs.

General Trailering

Towing capacity 2000 lbs.

Fuel Tank type

Capacity 17.99 gal. Capless fuel filler Yes

Interior cargo

Cargo volume 16.0 cu.ft. Maximum cargo volume 16.0 cu.ft.

Powertrain

Engine Type

Block material	Aluminum	Cylinders	I-4
Head material	Aluminum	Ignition	Spark
Injection	Gasoline direct injection	Liters	2.0L
Orientation	Transverse	Recommended fuel	Premium unleaded
Valves per cylinder	4	Valvetrain	DOHC
Variable valve control	Ti-VCT	Forced induction	Intercooled turbo

Engine Spec

Bore	3.44"	Compression ratio	9.3:1
Displacement	122 cu.in.	Stroke	3.27"

Engine Power

Output	245 HP @ 5,500 RPM	Torque	275 ft.-lb @ 3,000 RPM
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Selected Equip & Specs (cont'd)

Alternate output 231 HP @ 5,500 RPM

Alternator

Amps 0

Battery

Cold cranking amps 590 Run down protection Yes

Transmission

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

Transmission Gear Ratios

1st	4.58	2nd	2.96
3rd	1.91	4th	1.45
5th	1	6th	0.75
Reverse Gear ratios	2.94		

Transmission Extras

Driver selectable mode Yes

Drive Type

4wd type Automatic full-time Type All-wheel

Drive Feature

Limited slip differential Brake actuated Traction control ABS and driveline
Locking hub control Permanent

Drive Axle

Ratio 3.36

Exhaust

Material Stainless steel System type Single

Emissions

CARB LEV3-ULEV70 EPA Tier 3 Bin 70

Fuel Economy

City	20 mpg	Highway	29 mpg
Fuel type	Gasoline	Combined	23 mpg

Acceleration

0-60 mph (s) 6.42

1/4 Mile

Seconds 14.7 Speed 94 mph

Skid Pad

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Selected Equip & Specs (cont'd)

Lateral acceleration (g) 0.9

Slalom

Speed 60 mph

Green Values

Energy Impact Score (Barrels per year) 14.3 Carbon FP / Tailpipe and upstream total GHG (CO2, tons per year) 7.7

Driveability

Brakes

ABS	4-wheel	ABS channels	4
Type	4-wheel disc	Vented discs	Front
Electric parking brake	Yes		

Brake Assistance

Brake assist	Predictive	Hill hold control	Yes
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Suspension Control

Ride	Regular	Electronic stability control	Stability control
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Front Suspension

Independence	Independent	Type	Strut
Anti-roll bar	Regular		

Front Spring

Type	Coil	Grade	Regular
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Front Shocks

Type	Gas-pressurized		
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Rear Suspension

Independence	Independent	Type	Multi-link
Anti-roll bar	Regular		

Rear Spring

Type	Coil	Grade	Regular
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Rear Shocks

Type	Gas-pressurized		
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Steering

Speed-sensing	Yes	Activation	Electric power-assist
Type	Rack-pinion		

Steering Specs

# of wheels	2		
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Selected Equip & Specs (cont'd)

Exterior

Front Wheels

Diameter	18"	Width	8.00"
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Rear Wheels

Diameter	18"	Width	8.00"
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Front and Rear Wheels

Appearance	Painted	Material	Aluminum
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Front Tires

Aspect	45	Diameter	18"
Sidewalls	BSW	Speed	V
Tread	AS	Type	P
Width	235mm		

Rear Tires

Aspect	45	Diameter	18"
Sidewalls	BSW	Speed	V
Tread	AS	Type	P
Width	235mm		

Wheels

Front track	62.7"	Rear track	62.4"
Turning radius	18.8'	Wheelbase	112.2"

Body Features

Body material	Fully galvanized steel	Side impact beams	Yes
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Body Doors

Door count	4	Left rear passenger	Conventional
Right rear passenger	Conventional	Rear cargo	Trunk

Exterior Dimensions

Length	191.7"	Body width	75.2"
Body height	58.1"		

Safety

Airbags

Driver front-impact	Yes	Driver side-impact	Seat mounted
Occupancy sensor	Yes	Overhead	Curtain 1st and 2nd row
Passenger front-impact	Yes	Passenger side-impact	Seat mounted
Knee	Driver and passenger		

Seatbelt

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Selected Equip & Specs (cont'd)

Rear centre 3 point Pre-tensioners	Yes Front and rear	Height adjustable Pre-tensioners (#)	Front 4
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Security

Immobilizer Restricted driving mode	SecuriLock MyKey	Panic alarm	Yes
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Seating

Passenger Capacity

Capacity	5
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Front Seats

Split Type	Buckets Bucket	Heated-cushion Heated-seatback	Driver and passenger Driver and passenger
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Driver Seat

Fore/aft Reclining Lumbar support	Power Power Power 2-way	Height adjustable Way direction control Cushion tilt	Power 8 Power
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Passenger seat

Fore/aft Way direction control	Power 6	Reclining Height adjustable	Power Power
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Front Head Restraint

Control	Manual	Type	W/tilt
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Front Armrest

Centre	Yes
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Rear Seats

Descriptor Folding Type	Bench 60-40 Fixed	Facing Folding position	Front Fold forward seatback
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Rear Head Restraints

Control Number	Manual 3	Type	Adjustable
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Rear Armrests

Centre	Yes
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Front Seat Trim

Material	Cloth	Back material	Cloth
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Rear Seat Trim Group

Material	Cloth	Back material	Carpet
----------	-------	---------------	--------

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Selected Equip & Specs (cont'd)

Memory Settings

Seats	Driver	Memory setting(s)	2
Includes door mirror(s)	Yes		

Convenience

AC And Heat Type

Air conditioning	Automatic	Dual zone front	Yes
Air filter	Yes	Underseat ducts	Yes
Console ducts	Yes		

Audio System

Radio	SiriusXM AM/FM/Satellite	Radio data system	Yes
Radio grade	Regular	Seek-scan	Yes
External memory control	SYNC 3	Internet radio	Yes

Audio Speakers

Speaker type	Regular	Speakers	6
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Audio Controls

Speed sensitive volume	Yes	Steering wheel controls	Yes
Voice activation	Yes	Streaming audio	Bluetooth yes

Audio Antenna

Type	Integrated roof
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LCD Monitors

1st row	3	Primary monitor size (inches)	8
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Cruise Control

Cruise control	With steering wheel controls
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Remote Releases

Cargo access	Power
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Convenience Features

Driver foot rest	Yes	Retained accessory power	Yes
12V DC power outlet	2	Emergency SOS	SYNC 3 911 Assist
Wireless phone connectivity	Bluetooth	Smart device integration	Mirroring

Door Lock Activation

Type	Power with 2 stage unlock	Remote	Keyfob (all doors)
Keypad	Yes	Integrated key/remote	Yes
Auto locking	Yes	Proximity key	Push button start only

Door Lock Type

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Selected Equip & Specs (cont'd)

Rear child safety	Manual	Fuel flap locking type	Included with power door locks
<i>Door Locks Extra FOB Controls</i>			
Cargo access	Yes	Windows	Yes
Remote engine start	Smart device only		
<i>Instrumentation Type</i>			
Display	Digital/analog	Configurable	Yes
<i>Instrumentation Gauges</i>			
Tachometer	Yes	Engine temperature	Yes
<i>Instrumentation Warnings</i>			
Oil pressure	Yes	Engine temperature	Yes
Battery	Yes	Lights on	Yes
Key	Yes	Low fuel	Yes
Door ajar	Yes	Rear cargo ajar	Yes
Service interval	Yes	Brake fluid	Yes
Low tire pressure	Tire specific	Transmission fluid temp	Yes
<i>Instrumentation Displays</i>			
Clock	In-radio display	Compass	Yes
Exterior temp	Yes	Systems monitor	Yes
Redundant digital speedometer	Yes	Camera(s) - rear	Yes
<i>Instrumentation Feature</i>			
Trip computer	Yes	Trip odometer	Yes
Parking sensors	Rear	Lane departure	Active
Blind spot	Warning	Forward collision	Mitigation
Rear collision	Warning	Pedestrian detection	Prevention
<i>Steering Wheel Type</i>			
Material	Urethane	Tilting	Manual
Telescoping	Manual		
<i>Front Side Windows</i>			
Window 1st row activation	Power		
<i>Windows Rear Side</i>			
2nd row activation	Power		
<i>Window Features</i>			
1-touch down	Front and rear	1-touch up	Front and rear
Tinted	Light		
<i>Front Windshield</i>			
Wiper	Variable intermittent	Rain detecting wipers	Yes

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Price Level: 35

Selected Equip & Specs (cont'd)

Speed sensitive wipers **Yes**

Rear Windshield

Defroster **Yes** Window **Fixed**

Interior

Driver Visor

Illuminated **Yes** Expandable coverage **Yes**

Mirror **Yes**

Passenger Visor

Illuminated **Yes** Expandable coverage **Yes**

Mirror **Yes**

Rear View Mirror

Day-night **Yes** Auto-dimming **Yes**

Trim Door

Trim insert **Cloth**

Headliner

Coverage **Full** Material **Cloth**

Floor Trim

Coverage **Full** Covering **Carpet**

Mats **Carpet front**

Trim Feature

Instrument panel insert **Metal-look** Gear shifter material **Metal-look**

Door panel insert **Metal-look** Console insert **Metal-look/piano black**

Interior accents **Chrome**

Lighting

Dome light type **Fade** Front reading **Yes**

Illuminated entry **Yes** Rear reading **Yes**

Ignition switch **Yes** Variable IP lighting **Yes**

Floor Console Storage

Storage **Covered** Type **Full**

Overhead Console Storage

Storage **Yes** Type **Mini**

Storage

Driver door bin **Yes** Front Beverage holder(s) **Yes**

Glove box **Locking** Passenger door bin **Yes**

Seatback storage pockets **1** Rear yes **Yes**

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Prepared by: Sam Roberts

02/22/2020

Community Ford of Bloomington | 2200 S Walnut St Bloomington Indiana | 474016520

2020 Fusion 4dr AWD Sedan SE (P0T)

Price Level: 35

Selected Equip & Specs (cont'd)

Instrument panel	Bin	Rear door bins	Yes
<i>Cargo Space Trim</i>			
Floor	Carpet	Trunk lid/rear cargo door	Carpet
<i>Cargo Space Feature</i>			
Tie downs	Yes	Light	Yes
Tire mobility kit	Yes		
<i>Legroom</i>			
Front	44.3"	Rear	38.3"
<i>Headroom</i>			
Front	39.2"	Rear	37.8"
<i>Hip Room</i>			
Front	55.0"	Rear	54.4"
<i>Shoulder Room</i>			
Front	57.8"	Rear	56.9"
<i>Interior Volume</i>			
Passenger volume	102.8 cu.ft.		

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2020 Fusion 4dr AWD Sedan SE (P0T)

Price Level: 35

Warranty

Standard Warranty

Basic

Distance	36,000 miles	Months	36 months
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Powertrain

Distance	60,000 miles	Months	60 months
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Corrosion Perforation

Distance	Unlimited miles	Months	60 months
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Roadside Assistance

Distance	60,000 miles	Months	60 months
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