### **2001 ESCAPE**

### MARKETING AND SALES STRATEGY SUMMARY

### SERIES MIX AND OPTION RECOMMENDATIONS

### Recommended Series Mix

XLT: 60% XLS: 40%

**Engines** 

3.0L V6 Manual: 80% 2.0L I4 Automatic: 20%

Drive train

Control Trac II 4x4: 60% FWD 40%

These are national rates. However, expectation is for a higher than normal 4x4 rate in the southern regions and other areas not typically known for high volume 4x4 sales. The new Control Trac II system is design to provide excellent traction and control in all inclement weather conditions and road types. It is not solely intended for cold weather climates.

### **Key Optional Equipment**

	XLS	XLT
Power Group*:	50%	S
Convenience Group:	45%	S
Leather Comfort Group:		30%
Trailer tow package**:	20%	70%
16" Aluminum Wheels with OWL tires**:		80%
Privacy glass:		75%
Power moon roof:		40%
Side step bars:	30%	30%
Dual media, AM/FM, audio system:	20%	S
Mach Dual Media, AM/FM, audiophile system:		10%
Mach in dash 6 disc, AM/FM, audiophile system:		17%
4 Wheel ABS brakes	10%	S
Side airbags:	6%	10%

<sup>\*</sup> To maximize customer satisfaction, it is recommended that all stock XLS units be ordered with Power Group included. (Power Group may likely become standard equipment on XLS)

### Sample Vehicle Packages

Value Model: XLS, I4, Manual, with Power Group

Volume Model: XLT, V6, Automatic, 4x4, Privacy glass, 16" wheels package

Loaded Model: XLT, V6, Automatic, 4x4, Leather Comfort group, Moonroof, Side step bars, Mach

CDX6 Stereo, 16" wheel package, Privacy glass, Side airbags, Trailer Tow package

<sup>\*\*</sup>It is recommended that all stock 4x4 XLT units be ordered with optional Trailer Tow Package and 16" Aluminum wheels with OWL tires (outlined white letter).

# 2001 Escape "Youthful, Active, Outgoing, Confident" Marketing and Sales Strategy Summary<sup>1</sup>

### **Product Positioning**

The Escape is a true Ford SUV that supports an active lifestyle. It opens the door to the SUV world with rugged yet sophisticated styling. Escape is an SUV for the young and young at heart with its down to earth and engaging personality.

### **Brand Promise**

"The Escape provides the freedom and independence to have fun in life's everyday adventure"

### **Brand Benefits**

## NIMBLE MANEUVERABILITY and comfortable ride that provides a PLAYGROUND for fun

- Controlled driving feel
- Maneuverable ride and handling
  - ⇒ Sporty handling
  - ⇒ 200 hp V6 available
  - $\Rightarrow$  4x4 available
  - ⇒ Uni-body construction

### Provides the CONFIDENCE of an AUTHENTIC FORD SUV

- Developed and tested to Ford truck standards
- Sporty and Rugged, yet refined
  - ⇒ Wide, aggressive stance/posture
  - ⇒ Classic Ford SUV styling
- Ford SUV capabilities
  - ⇒ Dedicated SUV platform
  - ⇒ Command seating
  - ⇒ Class II towing capability

### Styling that's REFINED enough for the office, yet RUGGED enough, off the beaten path

- Classic SUV style appropriate for casual recreation and classic business function
- Refined, Sporty, Versatile, Tough, Rugged, Smart

## Outstanding INTERIOR ROOMINESS to carry people in comfort with VERSATILITY for cargo

- Easy ingress/egress
- Roomy interior
- Versatility
  - ⇒ Standard roof rack
  - $\Rightarrow$  5 doors
  - $\Rightarrow$  60/40 split bench in 2<sup>nd</sup> row standard on XLT
  - ⇒ Ample cargo carrying area

<sup>&</sup>lt;sup>1</sup> Not intended for advertising purposes

## 2001 ESCAPE MAJOR PRODUCT FEATURES

### **OVERVIEW**

• The 2001 ESCAPE provides best in class interior roominess with comfortable five passenger seating, the versatility to accommodate a wide variety of cargo needs, and a class leading 200 hp V6 engine option; the ESCAPE is perfect for an OUTGOING and ACTIVE lifestyle. Providing the safety one expects to find in any Ford SUV, Escape has the styling that is refined enough for the office, yet rugged enough, off the beaten path. Escape will deliver the CONFIDENT feel of an authentic Ford SUV while providing nimble maneuverability and a comfortable ride for a YOUTHFUL and practical avenue to fun.

#### MODEL/SERIES/AVAILABILITY

- Unique Body Style Coding (U01, U02, U03, U04)
- Two well equipped models available; XLS and XLT
  - 4 Wheel Drive available on both models
  - 200 hp 3.0L V6 Automatic available on both models

#### **EXTERIOR HIGHLIGHTS**

- Rugged Body Side Cladding
- Classic Ford Tough SUV styling
- Wide Truck Posture/Stance
- Flip up rear glass (dual opening rear cargo area)
- Low liftover Cargo Area
- Integrated Front Bumper Guard
- Rear Bumper Step Pad
- Rugged, Erogonomic, Full Grip Door Handles
- XLS:
  - 15" Styled Steel Wheels
  - Roof Rack with two adjustable cross bars
  - Adjustable interval rear wiper
  - Exterior Color Summary (8 Colors)
- XLT: (Includes all XLS features plus)
  - 15" Aluminum Wheels w/P225 OWL Tires
  - 16" Aluminum Wheels available
  - Front Fog Lamps
  - Chrome Trimmed Grille
  - Privacy Glass available

### **INTERIOR HIGHLIGHTS**

- Easy fold flat rear seating system
- 5 Passenger seating with ample cargo room designed for outstanding comfort, flexibility, and convenience
- Manual adjustable seat with lumbar and height control
- Convenient tilt steering wheel
- Sporty white faced instrument cluster
- Excellent external visibility
- Universal Child Safety Seat System (UCSSS/Isofix).
   Lower Anchor and Tether for Child's Seat.
- XLS:
  - Large Center Console with 5 cup holders and storage
  - AM/FM Stereo/CD/Clock
  - Interior Color Summary (2 Colors)
  - Air Bags Driver & Passenger Passive Restraint
  - Lockable glove box
  - Front door map pockets and rear passenger storage
  - Manual Air Conditioning
  - Side Air Bags available

### INTERIOR HIGHLIGHTS (Continued)

- XLT: (Includes all XLS features plus)
  - AM/FM Stereo Dual Media Cassette/CD/Clock
  - Power moon roof available
  - 60/40 split fold rear bench seat
  - 7 Speaker MACH audio w/6 disc integrated receiver available, delivering 300 watts of peak power

### **FUNCTIONAL HIGHLIGHTS**

- All new Control Trac II system available Automatic 4WD with 50/50 4X4 lockup feature (driver select)
- Four wheel independent suspension
- New Belt Minder<sup>™</sup> safety feature
- 2.0L Zetec I-4 Engine 5-Speed Manual Transmission
- 3.0L Duratec V6 Engine with Automatic Transmission available
- Class II Trailer Tow with Hitch & Wiring Kit available with V6 (3500 lbs. maximum)
- XLT: (Includes all XLS features plus)
  - 4 Wheel ABS Brakes
  - Power Group
  - Convenience Group
  - Rear Cargo Power Point
  - Leather Comfort Group available

### **OPTIONS**

### PACKAGE FEATURES:

Three conveniently bundled accessory packages available on both models.

- Power Equipment Group (Standard XLT)
  - Power Door Locks
  - Power Windows with One-Touch Down Driver Door
- Power Adjust Mirror, Molded-in-Color Black Driver and Passenger
- Remote Keyless Entry with 2 Key Fobs
- Illuminated Entry and Accessory Delay

### Convenience Group (Standard XLT)

- Cargo Area-Retractable Cover
- Perimeter Alarm
- Floor Mats
- Speed Control

### Leather Comfort Group

- Leather Seat Surfaces Front Buckets & Spilt Rear Bench
- Power Drivers Seat
- Steering Wheel Black Leather Wrapped
- Overhead Console with Dual Storage Bins
- Under Seat Storage (Passenger)

# 2001 ESCAPE MAJOR STANDARD EQUIPMENT

	XLS	XLT
EXTERIOR  BUMPER — Black, front 2 ½ mph		
	•	•
Rear black with step 2 ½ mph  BODYSIDE CLADDING — Bottom of doors and full rocker panel	•	•
Rocker — Black	•	•
Liftgate Molding — Black	•	•
DOOR HANDLES — Full grip ergonomic (black)	•	
FOG LAMPS — Front		•
GLASS — Windshield (gradient tint)	•	•
All other (solar tint)	•	•
GRILLE — Black surround with black mesh center	•	<u> </u>
Chrome surround with black mesh center	<u> </u>	•
LIGHTS — Aerodynamic halogen headlamps	•	•
3 color tail lights	•	•
Stop light, center high mount	•	•
LOCKS, DOOR — Manual	•	
Power — 2 keyless remotes with 2-step unlocking and cylinder with 2-step unlocking		•
MIRRORS — Manual adjust	•	
Black power adjust/manual fold		•
PAINT — All clearcoat	•	•
ROOF RACK — Black with 2 horizontal bars	•	•
WHEELS — 15" X 6.5" 5-Spoke styled steel wheel with cap	•	
15" 6.5" 5-Spoke cast aluminum wheel		•
INTERIOR		
AIR BAGS — Second generation driver & front passenger	•	
AIR CONDITIONING — Manual	•	
ASSIST HANDLES — 1 <sup>st</sup> row (4), 2 <sup>nd</sup> row (2)	•	•
BELT RESTRAINT SYSTEM — Color keyed	•	•
Manual 3 point shoulder belt system with pretensioners and adjustable D-ring, driver and front	•	
passenger	•	•
Manual 3 point shoulder belt system rear outboard seats, lap belt rear center seat	•	•
ISOFIX universal child safety seat anchors in rear outboard seat locations	•	•
Belt Minder™	•	•
CARGO AREA RETRACTABLE COVER		•
CARGO SACK NET		•
COAT HOOKS — 2 <sup>nd</sup> row (2) Integrated with grab handle	•	•
CONSOLE FLOOR — 5 cup holders, storage bin, coin holders	•	•
FLOOR MATS — Color-keyed carpeted front & rear with driver retention hook		•
GLOVE BOX, LOCKING	•	•
ILLUMINATED ENTRY		•
INSTRUMENT CLUSTER — White face	•	•
INSTRUMENT PANEL & WARNING SIGNALS		
Auto speed control indicator		•
Front fog "ON" indicator		•
Tachometer	•	•
INTERIOR LIGHTS — Off delay	•	•
Center dome	•	
Center dome with map lamps		•
Rear cargo area light	•	•
LOWER VALENCE PANEL BIN	•	•
MIRROR — Day/night	•	•
POWER POINT — Cigarette lighter and additional power point	•	•
Cargo area rear auxiliary.		•
RADIO — AM/FM single CD w/clock, 4 speaker system	•	
AM/FM single CD and cassette w/clock, 4 speaker system		•
REAR FLOOR HEAT DUCTS	•	•
REMOTE KEYLESS ENTRY		•

**LEGEND:**  $\star$  = New for this model year.

# 2001 ESCAPE MAJOR STANDARD EQUIPMENT

	XLS	XLT
INTERIOR (Continued)	XLS	λLI
INTERIOR (Continued) SEATS — Buckle pretensioners (front seats)		_
	•	•
High-back bucket, cloth, front	•	•
High-back bucket, cloth with dual map pockets, manual driver lumbar & manual driver height adjuster		•
Bench, cloth & seatback with tip/fold flat latch, rear	•	
60/40 Split bench, cloth & seatback with tip/fold flat latch, rear	<u> </u>	•
Removable rear seat cushion	•	
SECURILOCK/IMMOBOLIZER	•	
STEERING WHEEL — Black with tilt	•	•
Black speed control/tilt		
Center horn pad	•	•
VISORS — Cloth driver & passenger	•	
Cloth driver & passenger, with dual covered vanity mirror		•
WINDOWS — Manual windows	•	-
Power windows with one-touch down on driver door	-	•
FUNCTIONAL		
2.0L ZETEC I-4 ENGINE	•	•
5-Speed manual transmission	•	•
FWD	•	•
ABS BRAKES — 4 wheel		•
AUTO HEADLAMP OFF DELAY		•
ACCESSORY DELAY		•
BATTERY SAVER	•	•
CARGO FLOOR HOOKS (4)	•	•
CONTROL TRAC II SYSTEM — Fully automatic 4WD with 50/50 4x4 lockup feature (driver select)		•
REAR DOORS — Child safety locks	•	•
SIDE INTRUSION DOOR BEAMS	•	•
SUSPENSION — Four wheel independent suspension	•	•
TIRES — P225/70R15 BSW all season tire	•	
P225/70R15 OWL all season tire		•
Spare tire - convenience (under cargo area floor)	•	•
WHEEL NUT WRENCH & JACK	•	•
WIPERS & WASHERS — Front variable intermittent/low/high	•	•
Rear 2-speed & defroster	•	•

**LEGEND:**  $\star$  = New for this model year.

# 2001 ESCAPE

PACKAGES				
		XLS	XLT	
BODY & TYPE CODE	FWD	U01	U03	
	4WD	U02	U04	REMARKS/RESTRICTIONS
	103" CODE	Х	X	
		OD STAN	DARD EC	QUIPMENT
MA IOR STANDARD FOLUDMENT	IVIAJ	OK STAN	DARDEG	ROIFWENT
MAJOR STANDARD EQUIPMENT Anti-Lock Brake System - 4-Wheel			S	
Convenience Spare		S	Š	
Flip-Up Rear Glass		S	S	Two modes of rear cargo space access
Roof Rack, Multi-Functional		S	S	100 lbs. max. capacity.
	AV	AILABLE	OPTION (	GROUPS
GROUPS	626		0	
Leather Comfort Group6-Way Power Driver Seat	63G		0	
Deluxe Overhead Console				Incl. dual storage bins.
Leather Seating Surfaces				
Leather Wrapped Steering Wheel				
Convenience Group	66A	0	S	
Floor Mats Perimeter Alarm				
Retractable Cargo Cover				
Speed Control				
Power Group	638	0	S	
2 Keyless Remote Transmitters				
Illuminated Entry and Accessory Delay				Driver and touch down
Power Windows and Door Locks Power Mirrors				Driver one touch down Manual folding
1 OWG WIIITOTO		Αναιι Δι	BLE OPTI	
POWER TRAIN		710711271		
2.0L I4 16V/5-Speed Manual O/D	99B/443	S	S	
3.0L Duratec V6/4-Speed Auto O/D	991/444	0	0	
California Emissions System		0	0	
High Altitude Principal use	428	0	0	Req. for principal use in high altitude counties.
TIRES/WHEELS P225/70Rx15 BSW All-Season	T7J	s		
P225/70Rx15 OWL All-Season		0	S	Reg. 645 15" Aluminum Wheel.
P235/70Rx16 OWL All-Season			0	Req. 64S 16" Aluminum Wheel.
Wheels, 15" Styled Steel		S		
Wheels, 15" Alloy Aluminum		0	S	D 0 01 V0 D 1 F 1 1 40   D005 / T0D 40 0 W/
Wheels, 16" Alloy Aluminum Package	64S		0	Req. 3.0L V6 Duratec Eng. Incl. 16" P235/70Rx16 OWL all- season tires and wheellip moldings.
SEATS				season thes and wheelilp modings.
Cloth/Vinyl Sport Buckets w/Cloth/Vinyl Rear Bench.	Υ	S		Incl. small floor console, parking brake and storage bin, ash cup, 4
				cup holders and coin holder.
Premium Cloth Sport Buckets w/60/40 Split Rear	,		_	
Bench	1		S	Incl. arm rest, parking brake and storage bin, ash cup and 4 cup holders.
Sport Buckets w/Leather Seating Surfaces w/60/40				molacis.
Split Rear Bench	M		0	Incl. power driver 6-way base, manual recline and lumbar adjust.
AUDIO				
Electronic AM/FM Stereo/CD/Clock	58Z	S		
Electronic AM/FM Stereo Dual Media Cassette/CD/Clock	586	0	s	
Ford MACH Audio System/Dual Media Cassette/CD		— <u>-</u>	0	Incl. clock, sub-woofer and amplifier.
Ford MACH Audio System/7 Speaker with 6 Disc				mion dean, and world and amplinor.
integrated receiver (CDX6)	588		0	Incl. clock, sub-woofer and amplifier (300 watts of peak power).
OTHER OPTIONS			_	
Air Conditioning		S	S	
Anti-Lock Braking System, 4-Wheel Moonroof, Power w/Shade		0	S 0	Overhead console retains 1 storage bin
Privacy Glass			0	Incl. on rear doors, rear quarter glass and rear window.
Side Air Bag (Front Seat)	67A	0	0	, 1 3
Side Step Bars	186	0	0	
Trailer Towing, Class II	536	0	0	3500 lb. towing capacity. Req. 3.0L Duratec V6 Engine. Incl.
	<u> </u>			trailer hitch, wiring kit and oil cooler with 7 pin harness.

**LEGEND:** 0 = Optional S = Standard — = Not Available U = Upgraded I = Included in another option or group option. 

♦ = May not be available at Job #1. ★ = New for this model year.

- 6 -Ford Division 12/23/99 10:08 AM

## GROUP/MISCELLANEOUS OPTIONS

POWER	GROUP	(Standard	٥n	XI T)
	GIVOUL	Jianuaru	OH	$\Delta LIII$

- Power Door Locks
- · Child Proof Rear Doors
- Power Windows with One-Touch Down on Driver Door
- Power Adjust Mirror, Molded-In-Color Black, Driver & Passenger
- Remote Keyless Entry with 2 Key Fobs
- Illuminated Entry
- · Accessory Delay

### **CONVENIENCE GROUP (Standard on XLT)**

- Cargo Area Retractable Cover
- Perimeter Alarm
- Floor Mats
- Speed Control

### LEATHER COMFORT GROUP

- Front Door Map Pockets
- Steering Wheel Black Leather Wrapped
- · Overhead Console with Dual Storage Bins
- Leather Seat Surfaces Front buckets & Split Rear Bench
- · Power Drivers Seat
- Under Seat Storage (front passenger)

#### TRAILER TOW/CLASS II

- Included Trailer hitch
- · Included Wiring Kit
- Includes Oil Cooler
- 7 Pin Harness
- 3500 lbs. Tow Capacity

### **MISCELLANEOUS**

- Predelivery Only
- COV Required
- Local/State Ordinance Deviaiton
- Priced DORA

### **SPECIAL ORDERS**

(**FLEET ONLY**. See Dealer Special Order Binder for ordering quidelines and restrictions.)

## CALIFORNIA EMISSIONS STATES/CROSS-BORDER STATES\*\*\*

### CALIFORNIA EMISSIONS SYSTEM...... 422

Required on units for California, Maine, Massachusetts, New York, and Vermont registration. Optional for Cross-Border States. NA with 428 High Altitude Principle Use.

## CALIFORNIA EMISSIONS SYSTEM NOT REQUIRED...... 423

Control code for units either shipped to California Emissions States dealers or ordered by California Emissions States dealers for registration in non-California States locations.

### CALIFORNIA/NORTHEAST STATES PUBLIC SERVICE/EMERGENCY VEHICLE EXCEPTION...... 936

Only available on units sold to authorized governmental units and privately-owned ambulance companies. Must also use Code 423 when ordering.

### 

Required on all units ordered by dealers for California Emissions States registration when the vehicle is being delivered to a non-California Emissions, non-Cross-Border States location. Requires 422 California Emissions System. Vehicles must be registered in California Emissions States.

### \*\*\*CROSS-BORDER STATES

Cross-Border States are Arizona, Connecticut, Nevada, New Hampshire, New Jersey, Oregon, Pennsylvania, and Rhode Island.

## VEHICLES DESTINED FOR HIGH ALTITUDE AREAS

#### HIGH ALTITUDE PRINCIPAL USE ...... 428

Control code required on all units sold for principal use in high altitude counties, as defined in EPA regulations, and listed in the Dealer Initial Ordering Guide. High altitude performance and/or emissions control equipment provided as required to comply with EPA regulations or general product vehicle performance acceptance standards. Also available on units for sale in high altitude fringe areas. NA with 422 California Emissions.

### NON-HIGH ALTITUDE PRINCIPAL USE ...... 429

Control code on units shipped to high altitude areas or units ordered by high altitude area dealers for registration in a non-high altitude area.

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### 2001 ESCAPE COLOR & TRIM

			RIM COLORS	
INTERIOR TRIM TYPE AND COLOR SELECTOR NOTE: First letter denotes type, second letter denotes color.		Medium Graphite	Medium Parchment	
XLS				
Cloth/Vinyl Buckets w/Cloth & Vinyl Rear Bench		Y2	YH	
XLT (4-Door)				
Premium Cloth Buckets w/60/40 Split Rear Bench		12	1H	
Sport Buckets w/Leather Seating Surface <sup>1</sup> w/60/40 Split Rear Bench		M2	MH	
EXTERIOR COLOR		AVAILABILITY		
COLOR	CODE			
XLS/XLT				
Chrome Yellow Clearcoat Metallic	BZ	•	•	
Light Parchment Gold Clearcoat Metallic	BQ	•	•	
Bright Red Clearcoat Metallic	E4	•	•	
Toreador Red Clearcoat Metallic	FL	•	•	
Medium Wedgewood Blue Clearcoat Metallic	LL	•	•	
Black Clearcoat	UA	•	•	
Dark Highland Green Clearcoat Metallic	PX		•	
Oxford White Clearcoat	YZ	•	•	

<sup>&</sup>lt;sup>1</sup> Incl. power driver's seat, manual recline and lumbar adjust.

**LEGEND:**  $\star$  = New for this model year. • = Available.

# 2001 ESCAPE POWERTRAIN AVAILABILITY

			50 STATES		
ENGINE	TRANSMISSION	CODE			
4x2/4x4		AXLE TYPE	AXLE	FINAL	GEAR
		AXLE RATIO AXLE CODE	2.93	3.77	4.58
2.0 Zetec I-4	<ul><li>5-Spd Manual</li></ul>	99B/443	Std		Std
3.0L Duratec V-6	<ul> <li>4-Spd Automatic</li> </ul>	991/444	Std	Std	_

### **FUEL ECONOMY**

		50 STATES			
			F.E. LABEL ADJUSTED		MEMO: UNADJUSTED
ENGINE DISPL.	TRANSMISSION	CITY	HIGHWAY	FUEL COST	COMBINED
4x2					
2.0l Zetec I-4	5-Speed Manual	TBD	TBD	TBD	TBD
4x4					
3.0L Zetec I-4	4-Speed Automatic	TBD	TBD	TBD	TBD
4x2					
2.0L Zetec I-4	5-Speed Manual	TBD	TBD	TBD	TBD
4x4					
3.0L Zetec I-4	4-Speed Automatic	TBD	TBD	TBD	TBD

### **ENGINE HORSEPOWER AND TORQUE RATINGS**

		NOMINAL	50 STATES	
		COMPRESSION	HORSEPOWER	TORQUE
ENGINE DISPL.	TRANSMISSION	RATIO	H.P. @ RPM	FT. LB. @ RPM
ALL				
2.0L Zetec I-4	5-Speed Manual	TBD	130 @ 5500	135 @ 4500
3.0L Duratec V-6	4-Speed Automatic	TBD	200 @ 5750	201 @ 4000

### Specifications

Model	Body Style	Wheelbase (Inches)	Standard Passenger and Cargo Capacity*
4x2	5-Door	103.1	5-Passenger/1050 lbs.(a)
4x4	5-Door	103.1	5-Passenger/1050 lbs.(a)

 $<sup>{}^{\</sup>star}\text{Minimum cargo capacity (including passengers, cargo and luggage) with computer-selected GVWR.}$ 

Dimensions* and Capacities	5-Door
General	
Wheelbase	103.1
Overall Length	173.0
Overall Height (empty)	66.2
Overall Width	70.8
Tread – Front	61.2
– Rear	61.0
Fuel Tank Capacity (gals.)	15.3 (2.0L)
	16.4 (3.0L)
Interior	
Front – Head Room	40.4
<ul><li>Leg Room – Maximum</li></ul>	41.6
<ul><li>Shoulder Room</li></ul>	56.3(a)
– Hip Room	53.4(a)
Rear – Head Room	39.2
<ul><li>Leg Room – Minimum</li></ul>	36.4
<ul><li>Shoulder Room</li></ul>	55.9(a)
– Hip Room	49.0(a)
Cargo Dimensions	
Width Between Wheelhousings	43.9
Maximum Width @ Floor	52.6
Cargo Capacity With Rear Seat Up (cu. ft.)	34.7(a)
Turning Diameter (ft.) – Curb-to-Curb	35.4
Base Curb Weight (lbs.)	3074

<sup>\*</sup> All dimensions in inches unless otherwise specified.

<sup>(</sup>a) Preliminary.