NCSA Contract discount of 6% on all option pricing



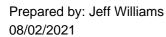
Prepared by: Jeff Williams 08/02/2021

Four Seasons Ford Inc. | 601 Duncan Hill Rd Hendersonville North Carolina | 287922722

2022 F-350 Chassis 4x2 SD Regular Cab 145" WB SRW XL (F3E)

Price Level: 230

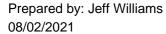
Available C	ptions		
Selected	Code	Description	MSRP
Packages			
\checkmark	630A	Order Code 630A	N/C
	- Transmission: Ton 10R140 with neutr - 3.73 Axle Ratio - GVWR: 10,500 lb - Tires: LT275/65Rx Spare may not be - Wheels: 18" Arger Includes painted h - HD Vinyl 40/20/40 Includes center an - Radio: AM/FM Ste Includes 4 speake - SYNC Communic	the same as road tire. It Painted Steel Ub covers/center ornaments. Split Bench Seat Interest, cupholder, storage and driver's side manual lumbar. It is reo w/MP3 Player It is. It is attions & Entertainment System It is attions & Entertainment System It is attioned to the same and the same and the same attions of the same at	
Powertrain			
\checkmark	996	Engine: 6.2L 2-Valve SOHC EFI NA V8 (Flex-Fuel)	STD
	99N	Engine: 7.3L 2V DEVCT NA PFI V8 Gas	\$1,705.00
	Includes: - Electronic-Locking - 240 Amp Alternato		
	99T	Engine: 6.7L 4V OHV Power Stroke V8 Turbo Diesel B20	\$10,250.00
	Includes Diesel Exh Includes: - Dual 78-AH 750 C - GVWR: 11,100 lb - 40 Gallon Fuel Ta - 240 Amp Alternato	Payload Package ank	engine-exhaust braking.
	44G	Transmission: TorqShift 10-Speed Automatic	STD
	10R140 with neutra	l idle and selectable drive modes: normal, tow/haul, eco, deep sand/snov	v and slippery.
\checkmark	STDGV	GVWR: 10,500 lb Payload Package	STD





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Available Opt	cions (cont'd)	Description	MSRP
\checkmark	X37	3.73 Axle Ratio	STD
	X3E	Electronic-Locking w/3.73 Axle Ratio	\$390.00
	X4M	Electronic-Locking w/4.30 Axle Ratio	\$390.00
	68D	GVWR: 10,000 lb Payload Downgrade Pkg	N/C
	68D_	GVWR: 9,800 lb Payload Downgrade Package	N/C
	NONGV Includes: - 40 Gallon Fuel Tank	GVWR: 11,100 lb Payload Package	N/C
	CNG/Propane fuel tanks, li equipment combined with (CNG/Propane fueled vehice Company does not provided CNG or Propane fuel. For applicable U.S. or Canadia installer, alterer or subseque complies with U.S. Federal	CNG/Propane Gaseous Engine Prep Package intake valves, valve seats and bi-fuel manifold. This package does not nes, etc. Vehicle will be equipped with the standard factory gasoline Certified calibration reflash is required, from an external upfitter, to colle. See Alternative Fuel Buyers Guide: www.ford.com/altfuelbuyersg an exhaust or evaporative emissions certificate with this option when does not represent that a vehicle converted to use CNG or Propandin safety standards. It is the responsibility of the final stage manufacturent stage manufacturer) to determine that any vehicle converted to and Canadian or Canadian exhaust and evaporative emission requirements and Canadian safety standards, labeling and any other requirements	fuel system. Additional onvert the vehicle to a quide Ford Motor en converted to use e will comply with all turer (body-builder, use CNG or Propane nents, Federal fuel
Wheels & Tires			
\checkmark	TCH Spare may not be the same	Tires: LT275/65Rx18E BSW A/S e as road tire.	STD
	TD8 Spare may not be the same	Tires: LT245/75Rx17E BSW PLUS A/S e as road tire.	\$170.00
	TBM	Tires: LT245/75Rx17E BSW A/T	\$165.00





Price Level: 230

Available O	ptions (cont'd)	Description	MSRP
	Spare may not be the s	-	
	TCD Spare may not be the s	Tires: LT265/70Rx17E OWL A/T same as road tire.	\$455.00
\checkmark	64F Includes painted hub co	Wheels: 18" Argent Painted Steel overs/center ornaments.	STD
	64A Includes painted hub co	Wheels: 17" Argent Painted Steel overs/center ornaments.	N/C
	512	Spare Tire, Wheel & Jack	\$350.00
	Required in Rhode Excludes carrier. Includes: - 2-Ton Mechanical Jac		
	51D	Spare Tire & Wheel Delete (Regional)	\$0.00 -\$85.00
	Only available to po	- Option Discount ool accounts for sales to Rhode Island.	
Seats & Seat Tri	m		
\checkmark	A Includes center armres	HD Vinyl 40/20/40 Split Bench Seat t, cupholder, storage and driver's side manual lumbar.	STD
	1 Includes center armres	Cloth 40/20/40 Split Bench Seat t, cupholder, storage and driver's side manual lumbar.	\$100.00
	L Includes driver's side m	Vinyl 40/Mini-Console/40 Front Seat	\$355.00
	4 Includes driver's side m	Cloth 40/Mini-Console/40 Front Seat	\$515.00

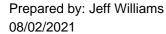


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2022 F-350 Chassis 4x2 SD Regular Cab 145" WB SRW XL (F3E)

Price Level: 230

MSRP	Description	Code	Selected
STD	Monotone Paint Application	PAINT	\checkmark
STD	145" Wheelbase	145WB	\checkmark
STD	Radio: AM/FM Stereo w/MP3 Player	STDRD Includes 4 speakers. Includes: - SYNC Communicati	\checkmark
1 smart-charging USB por	recognition, 911 Assist, 4.2" LCD center stack screen, AppLink, 1 s	Includes enhanced wand steering wheel at	
\$55.00	2-Ton Mechanical Jack	61J	
	and.	Required in Rhode	
\$45.00	Trailer Tow Package	531	
spersons source book or and corresponding	r brake wiring kit. Trailer brake controller not included. Note: Salespe le should be consulted for specific trailer towing or camper limits and atios and model availability.	Includes aftermarket a Ford RV trailer towing	
\$395.00	XL Value Package	96V	
	ers & Center Ornaments Cruise Control	Includes: - XL Decor Group - Bright Chrome Huk - Chrome Front Bum - Steering Wheel-Mou	
\$915.00	Power Equipment Group	90L	
	ck cylinder. Includes upgraded door-trim panel.	Deletes passenger sid Includes: - Accessory Delay - Advanced Security I	
s/turn signals.		- Folding Trailer Tow Includes manual tele - MyKey Includes owner cont - Power Front Side W Includes 1-touch up - Power Locks	
		- Remote Keyless En	<u></u>
\$125.00	Heavy-Service Front Suspension Package	67H	

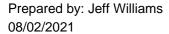




Price Level: 230

Available	Options	(cont'd)
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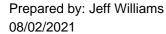
Selected	Code	Description	MSRP
	specific vehicle config such as heavy-duty v	I heavy-service front springs (see Order Guide Supplemental Reference for gurations). Recommended only on vehicles which will permanently utilize a vinches, brush guards or other apparatus which loads the front axle to the R). Note 1: May result in a deterioration of ride quality. Note 2: Vehicle ride is package.	aftermarket equipment specified Gross Axle
	67X	Extra Heavy-Service Suspension Package	\$125.00
	springs/FGAWR of sp aftermarket equipme specified Gross Axle	I extra heavy-service front springs (see Order Guide Supplemental Refere pecific vehicle configurations). Recommended only on vehicles which will put such as heavy-duty winches, brush guards or other apparatus which load Weight Rating (GAWR). Note 1: May result in a deterioration of ride quality with the addition of this package.	permanently utilize and the front axle to the
	41H	Engine Block Heater	\$100.00
	62R Includes mobile and	Transmission Power Take-Off Provision stationary PTO modes.	Variable
	86A	Programmable Engine Idle Shutdown - 5 Minute	\$250.00
	86B	Programmable Engine Idle Shutdown - 10 Minute	\$250.00
	86C	Programmable Engine Idle Shutdown - 15 Minute	\$250.00
	86D	Programmable Engine Idle Shutdown - 20 Minute	\$250.00
	98R	Operator Commanded Regeneration	\$250.00
	86M	Dual 78 AH Battery	\$210.00
	18A	Upfitter Interface Module	\$295.00
	67A	332 Amp Alternators	N/C





Price Level: 230

Available O	ptions (cont'd Code) Description	MSRP
	67B	397 Amp Alternators	\$115.00
	67E	240 Amp Alternator	\$85.00
	65M Removes 40 gall	26.5 Gallon Mid Ship Fuel Tank on fuel tank.	N/C
	63A Includes LED side-n	Utility Lighting System	\$160.00
	52B Includes smart traile	Trailer Brake Controller er tow connector. Verified to be compatible with electronic actuated drum brakes only.	\$270.00
	18B	Platform Running Boards	\$320.00
	60C	Audible Lane Departure Warning	\$115.00
	94P Includes Automatic I	Pre-Collision Assist Emergency Braking (AEB), automatic high beam and forward collision warning.	\$115.00
	59H	Center High-Mounted Stop Lamp (CHMSL)	N/C
	872 Pre-installed conten camera with mountii	Rear View Camera & Prep Kit t includes cab wiring and frame wiring to the rear most cross member. Upfitters kit ind ng bracket, 20' jumper wire and camera mounting/aiming instructions.	\$415.00 cludes
	153 Standard in state	Front License Plate Bracket es requiring 2 license plates and optional to all others.	N/C
	43B	Fixed Rear-Window w/Defrost	\$60.00





Price Level: 230

Available C	Available Options (cont'd)				
Selected	Code	Description	MSRP		
	924	Privacy Glass	\$30.00		
	41A	Rapid-Heat Supplemental Cab Heater	\$250.00		
	Includes: - 397 Amp Alternato	rs			
	43C	110V/400W Outlet	\$175.00		
	76 S	Remote Start System	\$250.00		
	398	SiriusXM Radio	\$185.00		
	Hawaii. Subscription after your trial, the s to your chosen payr 866-635-2349. See	ted center speaker and a 3-month prepaid subscription. Service is not avail as to all SiriusXM services are sold by SiriusXM after trial period. If you dec ubscription plan you choose will automatically renew thereafter and you win ment method at then-current rates. Fees and taxes apply. To cancel you mu SiriusXM customer agreement for complete terms at www.siriusxm.com. A ct to change. Sirius, XM and all related marks and logos are trademarks of	ide to continue service Il be charged according ust call SiriusXM at 1- Il fees and		
	87H	Black Molded Hood Deflector (Pre- Installed)	\$130.00		
	76C	Exterior Backup Alarm (Pre-Installed)	\$140.00		
	91S	Amber 360-Degree Dual Beacon LED	\$675.00		
	Pre-installed.	Warning Strobes			
	91G	Amber-Wht 360-Deg Dual Beacon LED	\$725.00		
	Pre-installed.	Warning Strobes			
	61S	Front Splash Guards/Mud Flaps (Pre- Installed)	\$75.00		
	61L	Front Wheel Well Liners (Pre-Installed)	\$180.00		

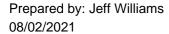


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2022 F-350 Chassis 4x2 SD Regular Cab 145" WB SRW XL (F3E)

Price Leve	l:	230
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elected	Code	Description	MSRP
	79V	COV Required	N/A
	C09	Priced DORA	N/C
eet Options			
	47A	Ambulance Prep Package (LPO)	\$1,205.00
	Requires valid F	IN code.	
	Incomplete vehicle vehicles are suitabl Ford urges ambula Ford truck body bui prep package to pro		manufacturer. Ford prep package. In addition, te vehicle manual and the hout the Ford ambulance
	47L	Ambulance Prep Pkg w/Special	\$1,205.00
		Emissions (LPO)	
	Requires valid F	IN code.	
	Includes EPA speci supplemental order certification by a fin emissions only if ec addition, Ford urges and the Ford truck ambulance package voids the Ford warm module. Note 2: En operation. Note 3: (meet the definition	ial emergency vehicle emissions and 5,250 to 5,990 lbs max front spring guide for complete details. Incomplete vehicle package - requires furthe al stage manufacturer. Ford vehicles are suitable for producing ambular guipped with the Ford ambulance prep package with EPA special emerg is ambulance manufacturers to follow the recommendations of the Ford is body builders layout book (and pertinent supplements). Using a Ford very ewith EPA special emergency vehicle emissions to produce an ambular anty. Note 1: Stationary Elevated Idle Control (SEIC) has been integrate gine calibration significantly reduces the possibility of depower mode who perator commanded regen allowed down to 30% of DPF filter full, instead of an emergency vehicle, an ambulance or fire truck per 40 CFR 86.180 ode of regulations allows for the sale of federally certified emergency very	er manufacture and noes with special lency vehicle emissions. In incomplete vehicle manual hicle without the Ford noe with special emissions and into the engine control hen in stationary PTO sad of 100%. Note 4: Must 13.01 in the federal register
	47J	Fire/Rescue Prep Pkg w/EPA Special	\$1,205.00
_	110	Emissions (LPO)	
		,	

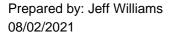




Price Level: 230

Available Options (cont'd)

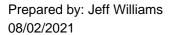
Selected	Code	Description	MSRP
	complete details. Incomplete manufacturer. Ford urges Fire Vehicle Manual and the Ford Elevated Idle Control (SEIC) is significantly reduces the poss commanded regen allowed demergency vehicle, an Ambu	gs/GAWR rating, please see supplemental order guide, or visit for vehicle package - requires further manufacture and certification by Rescue vehicle manufacturers to follow the recommendations. Truck Body Builders Layout Book (and pertinent supplements). The has been integrated into the engine control module. Note 2: Enguishility of depower mode when in stationary PTO operation. Note own to 30% of DPF filter full, instead of 100%. Note 4: Must meel lance or Fire Truck per 40 CFR 86.1803.01 in the federal register or the sale of federally certified emergency vehicles in California.	by a final stage of the Ford Incomplete Note 1: Stationary ine calibration 3: Operator et the definition of an er. Note 5: California
	525	Steering Wheel-Mounted Cruise Control (LPO)	\$235.00
	Requires valid FIN code		
	942 Requires valid FIN code	Daytime Running Lamps (DRL) (LPO)	\$45.00
	·	rtime Running Lamps (DRL) replace the standard Daytime Runn	ing Lamps (DRL) on/off
	926	Speed Limitation - 65-MPH Governed Top Speed (LPO)	\$80.00
	Requires valid FIN code		
	927	Speed Limitation - 75-MPH Governed Top Speed (LPO)	\$80.00
	Requires valid FIN code		
	18L	Tire Pressure Monitoring System Delete (LPO)	N/C
	Valid with fleet FIN code		
	63G	Bright Grille (LPO)	N/C
	Requires valid FIN code		
			\$220.00





Price Level: 230

Available Options (cont'd)				
Selected	Code	Description	MSRP	
	Includes: - Bright Chrome Hui - Chrome Front Bun	b Covers & Center Ornaments nper		
	D9E	Built: Kentucky Truck Plant	N/C	
	D9D	Built: Ohio Plant	N/C	
	311	Ship Thru: Dejana	\$0.00	
	31U	Ship-Thru: General Truck Body	N/C	
	319	Ship-Thru: KC Truck Systems Inc.	\$0.00	
	31Y	Ship Thru: Zoresco Equipment	\$0.00	
	31 A	Ship-Thru: Altec	N/C	
	31S	Ship-Thru: Reading Equipment	N/C	
	31B	Ship-Thru: Reading Equipment	\$0.00	
	31C	Ship-Thru: Zoresco Equipment	\$0.00	
	31E	Ship-Thru: L&Z Co.	\$0.00	
	31F	Ship-Thru: Venchurs Vehicle System	\$0.00	
	31G	Ship-Thru: NBC Truck Equipment	\$0.00	
	313	Ship-Thru: National Fleet Services	\$0.00	





Price Level: 230

Available Options (cont'd)				
Selected	Code	Description	MSRP	
	31L	Ship-Thru: Louisville Truck Equipment	N/C	
	31M	Ship-Thru: Manning Truck Equipment	N/C	
	31N	Ship-Thru: Monroe Truck Equipment	N/C	
	31P	Ship-Thru: Roush Industries	\$0.00	
	315	Ship-Thru: Alt Fuel Innovations, LLC (AFI)	\$0.00	
	31W	Ship-Thru: Knapheide - IN	N/C	
	31V	Ship-Thru: Knapheide Truck Equipment	\$0.00	
	316	Ship-Thru: Westport Dallas Inc	\$0.00	
	314	Ship-Thru: Reading Equipment & Distribution	\$0.00	
	FLADCR	Fleet Advertising Credit	\$0.00	
	FINAL2	Fleet Final Order Date: TBD	N/C	
	56M	Ford US National Fleet Incentives Ford US National - 05/04/21	\$0.00	
	96V_ Includes: - XL Decor Group (LF	XL Value Package (Fleet)	\$395.00	

⁻ Bright Chrome Hub Covers & Center Ornaments - Chrome Front Bumper - Steering Wheel-Mounted Cruise Control (LPO)



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2022 F-350 Chassis 4x2 SD Regular Cab 145" WB SRW XL (F3E)

Price Level: 230

Available Option	tions (cont'd) Code	Description	MSRP
	595	Fog Lamps (Fleet)	\$130.00
Emissions	425	50-State Emissions System	STD
General Info			
	ORDER1	Initial Order Date: 03/15/2021	N/C
	START1	Start-Up Date: 06/04/2021	N/C
	FINAL1	Final Order Date: TBD	N/C
	BUILD1	Build-Out Date: TBD	N/C