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 4x4 SD Crew Cab 179" WB SRW XL (W3F)

Price Level: 230

Available Opti	ONS Code	Description	MSRP
Packages			
\checkmark	630A	Order Code 630A	N/C
	- Transmission: Tol 10R140 with neut 3.73 Axle Ratio GVWR: 11,400 lb Tires: LT275/65R. Spare may not be Wheels: 18" Arge Includes painted I - HD Vinyl 40/20/4(Includes center al Radio: AM/FM Sti Includes 6 speake - SYNC Commun. Includes enhanc	x18E BSW A/S the same as road tire. nt Painted Steel nub covers/center ornaments. Split Bench Seat rmrest, cupholder, storage and driver's side manual lumbar. ereo w/MP3 Player	
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-Lockin - 240 Amp Alternat		
	99T	Engine: 6.7L 4V OHV Power Stroke V8 Turbo Diesel B20	\$10,250.00
	Includes Diesel Exi Includes: - Dual 78-AH 750 (b - GVWR: 11,500 lb - 40 Gallon Fuel 1 - 240 Amp Alternat	haust Fluid (DEF) tank, intelligent oil-life monitor and manual push-l CCA Batteries Payload Package Fank	button engine-exhaust braking.
\checkmark	44G	Transmission: TorqShift 10-Speed	STD
	10R140 with neutra	Automatic al idle and selectable drive modes: normal, tow/haul, eco, deep san	d/snow and slippery.
\checkmark	X37	3.73 Axle Ratio	STD



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Available Opt	code (cont'd)	Description	MSRP
	X3E	Electronic-Locking w/3.73 Axle Ratio	\$390.00
	X4M	Electronic-Locking w/4.30 Axle Ratio	\$390.00
\checkmark	STDGV Complete restrictions/i	GVWR: 11,400 lb Payload Package requirements not available.	STD
	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: 11,500 lb Payload Package	N/C
	CNG/Propane fuel tanks, li- equipment combined with (CNG/Propane fueled vehic Company does not provide CNG or Propane fuel. Ford applicable U.S. or Canadia installer, alterer or subsequ complies with U.S. Federal	CNG/Propane Gaseous Engine Prep Package intake valves, valve seats and bi-fuel manifold. This package does n nes, etc. Vehicle will be equipped with the standard factory gasoline Certified calibration reflash is required, from an external upfitter, to co le. See Alternative Fuel Buyers Guide: www.ford.com/altfuelbuyersg an exhaust or evaporative emissions certificate with this option whe does not represent that a vehicle converted to use CNG or Propane n safety standards. It is the responsibility of the final stage manufact ent stage manufacturer) to determine that any vehicle converted to g, California or Canadian exhaust and evaporative emission requirem and Canadian safety standards, labeling and any other requirements.	fuel system. Additional onvert the vehicle to a unide Ford Motor en converted to use e will comply with all rurer (body-builder, use CNG or Propane ents, 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



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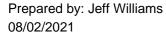
Available Option	ons (cont'd)	Description	MSRP
	TBM Spare may not be the same as	Tires: LT245/75Rx17E BSW A/T	\$165.00
	TCD Spare may not be the same as	Tires: LT265/70Rx17E OWL A/T s road tire.	\$455.00
	TDX Spare may not be the same as	Tires: LT275/70Rx18E BSW AT s road tire.	\$265.00
\checkmark	64F Includes painted hub covers/ce	Wheels: 18" Argent Painted Steel enter ornaments.	STD
	64A Includes painted hub covers/ce	Wheels: 17" Argent Painted Steel enter ornaments.	N/C
	512 Required in Rhode Island Excludes carrier. Includes: - 2-Ton Mechanical Jack	Spare Tire, Wheel & Jack	\$350.00
	51D Only available to pool acc	Spare Tire & Wheel Delete (Regional) - Option Discount counts for sales to Rhode Island.	\$0.00 -\$85.00
Seats & Seat Trim			
\checkmark	A Includes center armrest, cupho	HD Vinyl 40/20/40 Split Bench Seat older, storage and driver's side manual lumbar.	STD
	1 Includes center armrest, cupho	Cloth 40/20/40 Split Bench Seat older, storage and driver's side manual lumbar.	\$315.00
	L Includes driver's side manual l	Vinyl 40/Mini-Console/40 Front Seat	\$355.00



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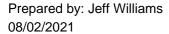
Available Op Selected	otions (cont'd Code) Description	MSRP
	4 Includes driver's side	Cloth 40/Mini-Console/40 Front Seat e manual lumbar.	\$615.00
Other Options			
\checkmark	PAINT	Monotone Paint Application	STD
\checkmark	179WB	179" Wheelbase	STD
\checkmark	STDRD Includes 6 speakers Includes: - SYNC Communica Includes enhanced and steering wheel a	ntions & Entertainment System I voice recognition, 911 Assist, 4.2" LCD center stack screen, AppLink,	STD 1 smart-charging USB port
	61J Required in Rhoo	2-Ton Mechanical Jack de Island.	\$55.00
	Ford RV trailer towir	Trailer Tow Package t trailer brake wiring kit. Trailer brake controller not included. Note: Sale ng guide should be consulted for specific trailer towing or camper limits axle ratios and model availability.	\$45.00 spersons source book or and corresponding
	- Chrome Front Bu	XL Value Package ub Covers & Center Ornaments mper punted Cruise Control	\$395.00
	Includes: - Accessory Delay - Advanced Security Includes Securitoc - Folding Trailer Tow Includes manual te - MyKey Includes owner cor - Power Front & Rea	ck Passive Anti-Theft System (PATS) and inclination/intrusion sensors. In Mirrors w/Power Heated Glass lescoping, heated convex spotter mirror and integrated clearance lamp. Introls feature. In Side Windows Indown driver/passenger window.	\$1,125.00 s/turn signals.





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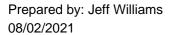
Available O	ptions (cont'd		
Selected	Code	Description	MSRP
	67H	Heavy-Service Front Suspension Package	\$125.00
	specific vehicle cons such as heavy-duty	ed heavy-service front springs (see Order Guide Supplemental Reference figurations). Recommended only on vehicles which will permanently utilize winches, brush guards or other apparatus which loads the front axle to the VR). Note 1: May result in a deterioration of ride quality. Note 2: Vehicle rid	e aftermarket equipment e specified Gross Axle
	67X	Extra Heavy-Service Suspension	\$125.00
	springs/FGAWR of s aftermarket equipme specified Gross Axle	Package ed extra heavy-service front springs (see Order Guide Supplemental Referspecific vehicle configurations). Recommended only on vehicles which will ent such as heavy-duty winches, brush guards or other apparatus which low Weight Rating (GAWR). Note 1: May result in a deterioration of ride qual with the addition of this package.	I permanently utilize pads the front axle to the
	473	Snow Plow Prep Package	\$250.00
	configurations). Not	ed springs (see order guide supplemental reference for springs/FGAWR of e 1: Restrictions apply; see supplemental reference or body builders layou e attachment of a winch. Note 3: Highly recommended to add (86M) dual l g (67B) 397 amp alternators for diesel engine or (67E) 240 amp alternators d for max output.	ıt book for details. Note battery on 6.2L and 7.3L
	41H	Engine Block Heater	\$100.00
	41P	Transfer Case Skid Plates	\$100.00
	62R Includes mobile and	Transmission Power Take-Off Provision I 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





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Available Op	otions (cont'd)	Description	MSRP
	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
	67B	397 Amp Alternators	\$115.00
	67E	240 Amp Alternator	\$85.00
	65M Removes 40 gallo	26.5 Gallon Mid Ship Fuel Tank In fuel tank.	N/C
	63A Includes LED side-mir	Utility Lighting System	\$160.00
	52B Includes smart trailer	Trailer Brake Controller tow connector. Verified to be compatible with electronic actuated drum brakes or	\$270.00
	18B	Platform Running Boards	\$445.00
	60C	Audible Lane Departure Warning	\$115.00
	94P Includes Automatic Er	Pre-Collision Assist mergency Braking (AEB), automatic high beam and forward collision warning.	\$115.00





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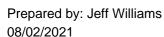
Available C	ptions (cont'd)	
Selected	Code	Description	MSRP
	59H	Center High-Mounted Stop Lamp (CHMSL)	N/C
	872 Pre-installed conten camera with mounti	Rear View Camera & Prep Kit t includes cab wiring and frame wiring to the rear most cross member. Uping bracket, 20' jumper wire and camera mounting/aiming instructions.	\$415.00 fitters kit includes
	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
	435	Power-Sliding Rear-Window w/Defrost	\$405.00
	924	Privacy Glass	\$30.00
	41A Includes: - 397 Amp Alternato	Rapid-Heat Supplemental Cab Heater	\$250.00
	43C	110V/400W Outlet	\$175.00
	76S	Remote Start System	\$250.00
	after your trial, the s to your chosen payr 866-635-2349. See	SiriusXM Radio ted center speaker and a 3-month prepaid subscription. Service is not average to all SiriusXM services are sold by SiriusXM after trial period. If you desubscription plan you choose will automatically renew thereafter and you when method at then-current rates. Fees and taxes apply. To cancel your siriusXM customer agreement for complete terms at www.siriusxm.com. It to change. Sirius, XM and all related marks and logos are trademarks or	vill be charged according nust call SiriusXM at 1- All fees and
	87H	Black Molded Hood Deflector (Pre- Installed)	\$130.00
	76C	Exterior Backup Alarm (Pre-Installed)	\$140.00



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Available O	ptions (cont'd) Description	MSRP
Ocicotca	Oode	Description	- INOINI
	91S	Amber 360-Degree Dual Beacon LED Warning Strobes	\$675.00
	Pre-installed.	Ç .	
	91G	Amber-Wht 360-Deg Dual Beacon LED Warning Strobes	\$725.00
	Pre-installed.		
	61S	Front Splash Guards/Mud Flaps (Pre- Installed)	\$75.00
	61L	Front Wheel Well Liners (Pre-Installed)	\$180.00
	79V	COV Required	N/A
	C09	Priced DORA	N/C
Fleet Options			
	47L	Ambulance Prep Pkg w/Special Emissions (LPO)	\$1,205.00
	Requires valid FI	N code.	
	supplemental order certification by a fina emissions only if equ addition, Ford urges and the Ford truck b ambulance package voids the Ford warra module. Note 2: Eng operation. Note 3: O meet the definition o		r manufacture and ces with special incy vehicle emissions. In incomplete vehicle manual icle without the Ford ce with special emissions d into the engine control en in stationary PTO and of 100%. Note 4: Must 8.01 in the federal register.
	47A	Ambulance Prep Package (LPO)	\$1,205.00
	Requires valid FI	, , ,	

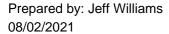




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Available Options (cont'd)

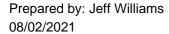
Selected Code **Description MSRP** Includes 5,250 to 5,990 lbs front springs/front GAWR rating, see supplemental order guide for complete details. Incomplete vehicle package - requires further manufacture and certification by a final stage manufacturer. Ford vehicles are suitable for producing ambulances only if equipped with the Ford ambulance prep package. In addition, Ford urges ambulance manufacturers to follow the recommendations of the Ford incomplete vehicle manual and the Ford truck body builders layout book (and pertinent supplements). Using a Ford vehicle without the Ford ambulance prep package to produce an ambulance voids the Ford warranty. Note: Stationary Elevated Idle Control (SEIC) has been integrated into the engine control module. - 397 Amp Alternators \$1,205,00 47J Fire/Rescue Prep Pkg w/EPA Special Emissions (LPO) Requires valid FIN code. Includes upgraded front springs/GAWR rating, please see supplemental order guide, or visit fordbbas.com for complete details. Incomplete vehicle package - requires further manufacture and certification by a final stage manufacturer. Ford urges Fire/Rescue vehicle manufacturers to follow the recommendations of the Ford Incomplete Vehicle Manual and the Ford Truck Body Builders Layout Book (and pertinent supplements). Note 1: Stationary Elevated Idle Control (SEIC) has been integrated into the engine control module. Note 2: Engine calibration significantly reduces the possibility of depower mode when in stationary PTO operation. Note 3: Operator commanded regen allowed down to 30% of DPF filter full, instead of 100%. Note 4: Must meet the definition of an emergency vehicle, an Ambulance or Fire Truck per 40 CFR 86.1803.01 in the federal register. Note 5: California Code of Regulations allows for the sale of federally certified emergency vehicles in California. Includes: 397 Amp Alternators - Operator Commanded Regeneration \$235.00 525 Steering Wheel-Mounted Cruise Control (LPO) Requires valid FIN code. \$45.00 942 Daytime Running Lamps (DRL) (LPO) Requires valid FIN code. The non-controllable 942 Daytime Running Lamps (DRL) replace the standard Daytime Running Lamps (DRL) on/off cluster controllable. \$80.00 926 Speed Limitation - 65-MPH Governed Top Speed (LPO) Requires valid FIN code. \$80.00 927 Speed Limitation - 75-MPH Governed Top Speed (LPO) Requires valid FIN code.





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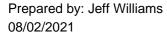
Available Opti	ons (cont'd)	Description	MSRP
	18L	Tire Pressure Monitoring System Delete (LPO)	N/C
	Requires valid FIN code.		
	63G Requires valid FIN code.	Bright Grille (LPO)	N/C
	17F Requires valid FIN code.	XL Decor Group (LPO)	\$220.00
	Includes: - Bright Chrome Hub Covers & - Chrome Front Bumper	Center Ornaments	
	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
	31A	Ship-Thru: Altec	N/C
	31S	Ship-Thru: Reading Equipment	N/C
	31B	Ship-Thru: Reading Equipment	\$0.00





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Available Selected	Options (cont'd)	Description	MSRP
	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
	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





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Available Op	otions (cont'd)	Description	MSRP
		2000 ption	- Inorki
	FINAL2	Fleet Final Order Date: TBD	N/C
	56M	Ford US National Fleet Incentives Ford US National - 05/04/21	\$0.00
	96V_	XL Value Package (Fleet)	\$395.00
	 Chrome Front Bum 	Covers & Center Ornaments	
	595	Fog Lamps (Fleet)	\$130.00
Emissions			
\checkmark	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