NCSA Contract discount of 6% on all option pricing



Prepared by: Jeff Williams 08/04/2021

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

2021 Expedition 4dr 4x2 XL (U1F)

Price L	.evel:	125
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Available Opti Selected	ONS Code	Description	MSRP
Packages			
	104A	Equipment Group 104A STX Package	\$970.00
	Includes: - Engine: 3.5L EcoBoost V6 Includes auto start-stop technology Transmission: 10-Speed Automatic w/SelectShift - 3.15 Axle Ratio - GVWR: 7,200 lbs - Tires: P275/65R18 AT OWL - Wheels: 18" Magnetic Metallic-Painted Cast-Alum - Cloth Front Captain's Chairs - Spassenger seating. Includes 8-way power driver seat (power function for tilt and lumbar, manual recline), 4-way manual passenger seat (fore/aft, recline) and 2-way manually adjustable head restraints Radio: AM/FM Stereo w/MP3 Capable Includes speed-compensated volume and 6 speakers SYNC Communications & Entertainment System Includes enhanced voice recognition, 4.2" LCD screen in center stack, AppLink, 911 Assist and smart charging USB ports (first row - (1) A and (1) C, second row - (1) A and (1) C in the back side of the center floor console) STX Package Includes STX badge Gloss Black Five-Bar Grille - SYNC 3 Communications & Entertainment System Includes enhanced voice recognition, 8" LCD capacitive touchscreen in center stack with swipe capability, AppLink 911 Assist, Apple CarPlay and Android Auto compatibility Tri-Zone Electronic Automatic Temperature Control		
Powertrain			
\checkmark	99T Includes auto start-	Engine: 3.5L EcoBoost V6 stop technology.	STD
\checkmark	44U	Transmission: 10-Speed Automatic w/SelectShift	STD
\checkmark	X10	3.15 Axle Ratio	STD
	62L Includes non-limited	3.73 Axle Ratio d-slip rear axle.	N/C
\checkmark	STDGV	GVWR: 7,200 lbs	STD
Wheels & Tires			
\checkmark	STDTR	Tires: P275/65R18 AS BSW	STD

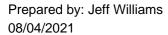


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Available Opt	ions (cont'd)		
Selected	Code	Description	MSRP
	NONTR3	Tires: P275/65R18 AT OWL	N/C
\checkmark	STDWL Includes magnetic-pa	Wheels: 18" Machined-Face Aluminum inted pockets.	STD
	NONWL2	Wheels: 18" Magnetic Metallic-Painted Cast-Alum	N/C
Seats & Seat Trim			
\checkmark	L 5-passenger seating. manual passenger se	Cloth Front Captain's Chairs Includes 8-way power driver seat (power function for tilt and lumbar, mai at (fore/aft, recline) and 2-way manually adjustable head restraints.	STD nual recline), 4-way
Other Options			
\checkmark	PAINT	Monotone Paint Application	STD
\checkmark	122WB	122" Wheelbase	STD
	STDRD Radio: AM/FM Stereo w/MP3 Capable Includes speed-compensated volume and 6 speakers. Includes: - SYNC Communications & Entertainment System Includes enhanced voice recognition, 4.2" LCD screen in center stack, AppLink, 911 Assist and smart charging US ports (first row - (1) A and (1) C, second row - (1) A and (1) C in the back side of the center floor console).		
	536	Heavy-Duty Trailer Tow Package	\$795.00
	Includes: - Heavy-Duty Engine Integrated Trailer Br	Radiator ake Controller	
	66R	Reverse Sensing System	\$110.00
	55R	Reversible Cargo Mat	\$40.00





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Available Op	otions (cont'd)		
Selected	Code	Description	MSRP
	47B	1st & 2nd Row Floor Liners w/Carpet Mats	\$200.00
	Includes standard floor n	nats and color-keyed carpet - front and second rows.	
	47C	1st & 2nd Row Floor Liners w/o Carpet Mats	\$160.00
	Deletes standard floor ma	ats and color-keyed carpet - front and second rows.	
	153	Front License Plate Bracket ing two license plates and optional to all others.	N/C
	Standard III states requir	ing two license plates and optional to all others.	
	41H	Engine Block Heater	\$100.00
Fleet Options			
	FLADCR	Fleet Advertising Credit	\$0.00
	18B	Black Platform Running Boards	\$405.00
	942 Non-configurable.	Daytime Running Lamps	N/C
	D9E	Built: Kentucky Truck Plant	N/C
	31L	Ship Thru: Auto Truck	N/C
	31M	Ship-Thru: Manning Truck Equipment	N/C
	FINAL2	Fleet Final Order Date: 09/03/2021	N/C
\checkmark	100A	Equipment Group 100A Standard Package	N/C



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Available Options (cont'd)

Selected Code **Description MSRP**

Includes:

- Engine: 3.5L EcoBoost V6
- Includes auto start-stop technology.
- Transmission: 10-Speed Automatic w/SelectShift

- 3.15 Axle Ratio GVWR: 7,200 lbs Tires: P275/65R18 AS BSW
- Wheels: 18" Machined-Face Aluminum Includes magnetic-painted pockets.
- Cloth Front Čaptain's Chairs

5-passenger seating. Includes 8-way power driver seat (power function for tilt and lumbar, manual recline), 4-way manual passenger seat (fore/aft, recline) and 2-way manually adjustable head restraints.

- Radio: AM/FM Stereo w/MP3 Capable

Includes speed-compensated volume and 6 speakers.

SYNC Communications & Entertainment System
Includes enhanced voice recognition, 4.2" LCD screen in center stack, AppLink, 911 Assist and smart charging

USB ports (first row - (1) A and (1) C, second row - (1) A and (1) C in the back side of the center floor console).

101A

Equipment Group 101A Mid Package

\$830.00

Includes:

- Engine: 3.5L EcoBoost V6
- Includes auto start-stop technology.
 Transmission: 10-Speed Automatic w/SelectShift

- 3.15 Axle Ratio GVWR: 7,200 lbs Tires: P275/65R18 AS BSW
- Wheels: 18" Machined-Face Aluminum
- Includes magnetic-painted pockets.
 Cloth Front Captain's Chairs

5-passenger seating. Includes 8-way power driver seat (power function for tilt and lumbar, manual recline), 4-way manual passenger seat (fore/aft, recline) and 2-way manually adjustable head restraints.

- Radio: AM/FM Stereo w/MP3 Capable

Includes speed-compensated volume and 6 speakers.

- SYNC Communications & Entertainment System
Includes enhanced voice recognition, 4.2" LCD screen in center stack, AppLink, 911 Assist and smart charging
USB ports (first row - (1) A and (1) C, second row - (1) A and (1) C in the back side of the center floor console).
- 3rd Row 60/40 PowerFold Seat

Deletes standard 3rd row storage bins. Includes 8-passenger seating and power recline.

SiriusXM Satellite Radio

Includes three (3)-month prepaid subscription. Service is not available in Alaska and Hawaii. SiriusXM audio and data services each require a subscription sold separately, or as a package, by Sirius XM 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. Sirius, XM and all related marks and logos are trademarks of Sirius XM Radio Inc

102A

Equipment Group 102A SSV Package

-\$2,080.00



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Available Options (cont'd)

Selected Code **Description MSRP**

Includes:

Engine: 3.5L EcoBoost V6

Includes auto start-stop technology.

Transmission: 10-Speed Automatic w/SelectShift
 ControlTrac w/3.73 Axle Ratio Includes eLSD (Electronic Limited-Slip Differential).

- GVWR: 7,200 lbs

- Tires: P265/70R17 AT OWL - Wheels: 17" Steel - Cloth Front Captain's Chairs

5-passenger seating. Includes 8-way power driver seat (power function for tilt and lumbar, manual recline), 4-way manual passenger seat (fore/aft, recline) and 2-way manually adjustable head restraints.

- Radio: AM/FM Stereo w/MP3 Capable

Includes speed-compensated volume and 6 speakers.

- SYNC Communications & Entertainment System
Includes enhanced voice recognition, 4.2" LCD screen in center stack, AppLink, 911 Assist and smart charging USB ports (first row - (1) A and (1) C, second row - (1) A and (1) C in the back side of the center floor console).

Column Shifter

Vinyl Floor Covering Vinyl 2nd Row Seating Center Console Delete

Deletes armrest and covered media bin.

- Running Board Delete

- USB Port Delete

Deletes second row smart charging USB port - one (1) A and one (1) C in the back side of the center floor console.

- Manual Telescoping Steering Wheel Delete
- Push Button Keyless Start Delete

56M	Ford US National Fleet Incentives Ford US National - 11/9/2020	\$0.00
62E Includes eLSD (Electronic Limit	ControlTrac w/3.73 Axle Ratio ted-Slip Differential).	N/C
NONTR	Tires: P265/70R17 AT OWL	N/C
NONTR2	Tires: P275/65R18 AS BSW w/536	N/C
NONWL	Wheels: 17" Steel	N/C
NONWL1 Includes magnetic painted pock	Wheels: 18" Machined-Face Aluminum w/536 kets.	N/C
21B 40/20/40 bench is the star	2nd Row 40/20/40 Cloth Bench Seat ndard second row seat. The cloth feature is optional.	\$110.00



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Selected	Code	Description	MSRP
	87P Deletes standard 3rd i	3rd Row 60/40 PowerFold Seat row storage bins. Includes 8-passenger seating and power recline.	\$815.00
Emissions			
\checkmark	425	50 States Emissions System	STD
General Info			
	ORDER1	Initial Order Date: 09/16/2020	N/C
	START1	Start-Up Date: 12/01/2020	N/C
	FINAL1	Final Order Date: TBD	N/C
	BUILD1	Build-Out Date: 12/23/2021	N/C
	U1H K1F K1H	Expedition XLT 4X2 Expedition MAX XL 4X2 Expedition MAX XLT 4X2	\$ 48,358.69 \$ 45,398.75 \$ 51,258.89
	Price is for all	zones	