NCSA Contract discount of 6% on all option pricing



Prepared by: Jeff Williams Four Seasons Ford Inc. | 601 Duncan Hill Rd Hendersonville North Carolina 08/07/2021 287922722 2021 F-150 4x2 Regular Cab Styleside 6.5' box 122" WB XL (F1C) Price Level: 145 Available Options Selected Code Description **MSRP** Packages N/C \checkmark 100A Equipment Group 100A Standard Includes - Engine: 3.3L V6 PFDI Includes auto start-stop technology and flex-fuel capability. Transmission: Electronic 10-Speed Automatic Includes selectable drive modes: normal, ECO, sport, tow/haul, slippery and trail. - 3.55 Axle Ratio - GVWR: 6,010 lbs Payload Package - Tires: 245/70R17 BSW A/S - Wheels: 17" Silver Steel Cloth 40/20/40 Front Seat Includes 2-way manual driver/passenger adjustment and armrest. - Radio: AM/FM Stereo w/4 Speakers Includes auxiliary audio input jack. SYNC 4 Includes 8" LCD capacitive touchscreen with swipe capability, wireless phone connection, cloud connected, AppLink with App catalog, 911 Assist, Apple CarPlay and Android Auto compatibility and digital owners manual. \$2,080.00 101A Equipment Group 101A High Includes: - Engine: 3.3L V6 PFDI Includes auto start-stop technology and flex-fuel capability. - Transmission: Electronic 10-Speed Automatic Includes selectable drive modes: normal, ECO, sport, tow/haul, slippery and trail. - 3.55 Axle Ratio - GVWR: 6,010 lbs Payload Package Tires: 245/70R17 BSW A/S Wheels: 17" Silver Steel - Cloth 40/20/40 Front Seat Includes 2-way manual driver/passenger adjustment and armrest. - Radio: AM/FM Stereo w/4 Speakers Includes auxiliary audio input jack. - SYNC 4 Includes 8" LCD capacitive touchscreen with swipe capability, wireless phone connection, cloud connected, AppLink with App catalog, 911 Assist, Apple CarPlay and Android Auto compatibility and digital owners manual. XL Power Equipment Group - Power Glass Sideview Mirrors w/Black Skull Caps Includes heat and manual-folding. - Illuminated Entry - MyKey Perimeter Alarm Power Door Locks Includes flip key and integrated key transmitter keyless-entry (includes Autolock). Power Tailgate Lock Power Front Windows Cruise Control - Reverse Sensing System Powertrain STD \checkmark 99B Engine: 3.3L V6 PFDI

Includes auto start-stop technology and flex-fuel capability

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Note: .



2021 F-150 4x2 Regular Cab Styleside 6.5' box 122" WB XL (F1C)

Price Level: 145

Available Opt	ions (cont'd) ^{Code}	Description	MSRP
	99P Includes auto start-sto Includes: - GVWR: 6,050 lb Pay		\$1,195.00
	995 Includes auto start-sto Includes: - 3.15 Axle Ratio - GVWR: 6,200 lbs Pa	Engine: 5.0L V8 p technology and flex-fuel capability. yload Package	\$1,995.00
	44G Includes selectable dri	Transmission: Electronic 10-Speed Automatic ive modes: normal, ECO, sport, tow/haul, slippery and trail.	STD
\checkmark	X19	3.55 Axle Ratio	STD
	X15	3.15 Axle Ratio	N/C
	X26	3.73 Axle Ratio	Variable
	XL3	Electronic Locking w/3.31 Axle Ratio	\$420.00
	XL9	Electronic Locking w/3.55 Axle Ratio	\$470.00
	XL6	Electronic Locking w/3.73 Axle Ratio	\$570.00
\checkmark	STDGV	GVWR: 6,010 lbs Payload Package	STD
	NONGV	GVWR: 6,050 lb Payload Package	N/C
	NONGV1	GVWR: 6,200 lbs Payload Package	N/C

Wheels & Tires

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2021 F-150 4x2 Regular Cab Styleside 6.5' box 122" WB XL (F1C)

Price Level: 145

Available Optio	ons (cont'd) _{Code}	Description	MSRP
\checkmark	STDTR	Tires: 245/70R17 BSW A/S	STD
\checkmark	64C	Wheels: 17" Silver Steel	STD
	64F	Wheels: 17" Silver Painted Aluminum	N/C
Seats & Seat Trim			
\checkmark	C Includes 2-way manual driver/p	Cloth 40/20/40 Front Seat assenger adjustment and armrest.	STD
	A	Vinyl 40/20/40 Front Seat	N/C
Other Options			
\checkmark	122WB	122" Wheelbase	STD
\checkmark	PAINT	Monotone Paint Application	STD
	STDRD Includes auxiliary audio input ja Includes: - SYNC 4 Includes 8" LCD capacitive tou with App catalog, 911 Assist, Aj	Radio: AM/FM Stereo w/4 Speakers ck. uchscreen with swipe capability, wireless phone connection, cloud connec ople CarPlay and Android Auto compatibility and digital owners manual.	STD cted, AppLink
	582	Radio: AM/FM SiriusXM w/360L	N/C
	86A_	XL Chrome Appearance Package	\$775.00
	Includes: - Wheels: 17" Silver Painted Alu - Chrome Front & Rear Bumper - Fog Lamps		
	85A	XL Power Equipment Group	\$970.00



Prepared by: Jeff Williams 08/07/2021

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

2021 F-150 4x2 Regular Cab Styleside 6.5' box 122" WB XL
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Price Level: 145

Selected	Code	Description	MSRP	
	Includes heat and r - Illuminated Entry - MyKey - Perimeter Alarm - Power Door Locks	d integrated key transmitter keyless-entry (includes Autolock). k		
	98G	CNG/Propane Gaseous Engine Prep Package (DISC)	\$315.00	
	No longer availab	ble for factory ordering as of November 1, 2020.		
	CNG/Propane fuel ta equipment combined CNG/Propane fueled Company does not p CNG or Propane fue applicable U.S. or Ca	ngine intake valves and valve seats and bi-fuel manifold. This package does not i nnks, lines, etc. Vehicle will be equipped with the standard factory gasoline fuel sy d with certified calibration reflash is required, from an external upfitter, to convert to d vehicle. See Alternative Fuel Buyers Guide: www.ford.com/altfuelbuyersguide. F provide an exhaust or evaporative emissions certificate with this option when conv I. Ford does not represent that a vehicle converted to use CNG or Propane will co anadian safety standards. It is the responsibility of the final stage manufacturer (b ubsequent stage manufacturer) to determine that any vehicle converted to use CN afety standards.	stem. Additional he vehicle to a ford Motor erted to use omply with all odybuilder,	
	53B	Class IV Trailer Hitch Receiver	\$205.00	
	Ordering the Trailer Tow Package does not include Integrated Brake Controller (67T). Integrated Brake Controller (67T) is a standalone option and must be ordered separately.			
	TBD lbs. on 3.5L Éco	ability up to TBD lbs. on 3.3L V6 PFDI engine (99B) and 2.7L EcoBoost engine (99 DBoost engine (998) and 5.0L V8 engine (995), 7-pin wiring harness with 7-pin-to- connector (Includes BLIS w/trailer tow coverage where BLIS is available.).		
	43A	Ford Co-Pilot360 2.0	\$655.00	
	Includes pedestrian - Lane-Keeping Syst	ing alert, lane-keeping aid and driver alert. System vist		
	17T	Tow Technology Package	\$880.00	
	Includes smart trailer Includes: - Pro Trailer Backup - 360 Degree Camer Includes trailer reve - Integrated Trailer B	a erse guidance.		



2021 F-150 4x2 I	Regular Cab	Styleside 6.5'	box 122"	WB XL	(F1C)
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Price Level: 145

Available O	ptions (cont'c Code) Description	MSRP
	Code	•	Variable
	Technology pack	Trailer Tow Package up Assist is not included. Pro Trailer Backup Assist is incluc cage (17T). Ordering the Trailer Tow Package does not inc ow Mirrors are a standalone option and must be ordered so	ded only in Tow clude Trailer Tow
	Includes: - Class IV Trailer Hi Includes towing ca TBD lbs. on 3.5L Ec	pability up to TBD lbs. on 3.3L V6 PFDI engine (99B) and 2.7L EcoBoost coBoost engine (998) and 5.0L V8 engine (995), 7-pin wiring harness with v connector (Includes BLIS w/trailer tow coverage where BLIS is available	7-pin-to-4-pin adapter
	50M	Interior Work Surface	\$165.00
	41H	Engine Block Heater	\$90.00
	18B	Black Platform Running Boards	\$250.00
	63T	Tailgate Step w/Tailgate Work Surface	\$430.00
	55B Includes 4 premium	BoxLink locking cleats.	\$80.00
	54R Includes manual fol Includes: - Auto-Dimming Rea	Power Glass Heated Sideview Mirrors ding, turn signal and black skull caps. arview Mirror	\$305.00
	59S Includes high-intens	LED Sideview Mirror Spotlights ity LED security approach lamps.	\$175.00
	924	Rear Window Fixed Privacy Glass	\$100.00
	57Q	Rear Window Defroster	\$220.00
	76R	Reverse Sensing System	\$275.00



2021 F-150 4x2 Regular Cab Styleside 6.5' box 122" WB XL (F1C)

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Available Options (cont'd)

Selected	Code	Description	MSRP
	595_	Fog Lamps	\$140.00
	168_	Color-Coordinated Carpet w/Carpeted Floor Mats	\$145.00
	67T	Integrated Trailer Brake Controller	\$275.00
	524_	SYNC 4 w/Enhanced Voice Recognition	\$325.00
	with App catalog, 91 voice command reco Connect (optional or details). Customer re member's FordPass complimentary perio network availability. operation of connect	acitive touchscreen with swipe capability, wireless phone connection, clou 1 Assist, Apple CarPlay and Android Auto compatibility, digital owners may gnition and connected navigation. Note: Navigation services require SYM neelect vehicles), complimentary connect service and the FordPass app (account. Trial period begins on the new vehicle warranty start date. At the d, navigation service will terminate. Connected service and features depe Evolving technology/cellular networks/vehicle capability may limit function red features. FordPass App, compatible with select smartphone platforms, and data rates may apply. ISXM w/360L	anual, conversational NC 4 and FordPass isee FordPass Terms fou- ole vehicle is added to a e end of the nd on compatible AT&T ality and prevent
	153 Standard in states re	Front License Plate Bracket equiring 2 license plates, optional to all others.	N/C
	90B	Aluminum Crossbed Toolbox by Weather Guard	\$625.00
	Ford accessory. Defender series.		
	90P	Premium Aluminum Crossbed Storage Toolbox	\$795.00
	Ford accessory. By Weather Guard.	(Model # 127-0-02).	
	96W Ford accessory.	Tough Bed Spray-In Bedliner	\$595.00
	96P	Plastic Drop-In Bedliner	\$350.00



2021 F-150 4x2 Regular Cab Styleside 6.5' box 122" WB XL (F1C)

Price Level: 145

Available C	Dptions (cont'd) Code	Description	MCDD
Selected	Ford accessory.	Description	MSRP
	90R Ford accessory.	Stowable Loading Ramps	\$595.00
	96X Ford accessory.	Hard Folding Tonneau Pickup Box Cover	\$995.00
	96T Ford accessory.	Soft Folding Tonneau Pickup Box Cover	\$525.00
	96J Ford accessory.	Retractable Tonneau Pickup Box Cover	\$1,695.00
	79V	COV Required	N/A
	C09	Priced DORA	N/C
Dealer Installe	d Options		
	B5ZAN	40/20/40 Removable Cup Tray	\$50.00

	B5ZAN	40/20/40 Removable Cup Tray	\$50.00
		om the vehicle for dealer installation.	
	FIXAC	Ash Cup w/Lighter	\$75.00
		om the vehicle for dealer installation.	
	FIXAD	Ash Cup w/Coin Holder	\$45.00
	Shipped separately fro	om the vehicle for dealer installation.	
	FIRAD	Horizontal Bed Cargo Net	\$65.00
_		om the vehicle for dealer installation.	



2021 F-150 4x2 Regular Cab Styleside 6.5' box 122" WB XL (F1C)

Price Level: 145

Available O Selected	ptions (cont'd) Code) Description	MSRP
	FIRAE Shipped separately fi	Vertical Bed Cargo Net rom the vehicle for dealer installation.	\$75.00
	A5CAB Shipped separately fi	Bed Divider rom the vehicle for dealer installation.	\$365.00
	A9JAC Shipped separately fi	Black Retractable Bed Hooks by Bull Accessories rom the vehicle for dealer installation.	\$100.00
	A9VAB Shipped separately fi	Removable Bed Mat rom the vehicle for dealer installation.	\$165.00
	A7EAB Shipped separately fi	Bed Tailgate Lock by McGard rom the vehicle for dealer installation.	\$40.00
	FIQAD Shipped separately fi	Bed Tray rom the vehicle for dealer installation.	\$240.00
	FIEAB Shipped separately fi	Chromed Exhaust Tips rom the vehicle for dealer installation.	\$90.00
	CJWAL Shipped separately fi	Black Tailgate Decals rom the vehicle for dealer installation.	\$90.00
	FIMAC Without wheellip mole	Front & Rear Molded Splash Guards ding. Shipped separately from the vehicle for dealer installation.	\$220.00
	AATAF Shipped separately fi	Individual Trailer TPMS/Customer- Placed Camera rom the vehicle for dealer installation.	\$960.00
	FI4AC Shipped separately fi	Keyless Entry Keypad w/o Remote Start rom the vehicle for dealer installation.	\$115.00



2021 F-150 4x2 Regular Cab Styleside 6.5' box 122" WB XL (F1C)

Price Level: 145

Selected	ptions (cont'd) Code	Description	MSRP
	FHLAF Shipped separately fr	Pivot Storage Box by UnderCover om the vehicle for dealer installation.	\$280.00
	AHMAD	Commercial US Road Side Assistance Kit	\$230.00
	Shipped separately fr	om the vehicle for dealer installation.	
	FIBAB Shipped separately fr	Sportliner by BedRug from the vehicle for dealer installation.	\$540.00
	DWNAB Shipped separately fr	Tailgate Viscous Dampening from the vehicle for dealer installation.	\$135.00
	FISAC Shipped separately fr	Exposed Wheel Lock Kit from the vehicle for dealer installation.	\$70.00
	FISAB Shipped separately fr	Hidden Lugs Wheel Lock Kit from the vehicle for dealer installation.	\$70.00
Fleet Options			
	94W	Amber/White Strobe Color LED Warning Beacons	\$600.00
	Requires valid FIN	V code.	
	By Sound Off Signal. degree visibility.	Includes center high-mounted stop light bar and 2 roof mounted beacon	s that provide 360
	94S	Amber Strobe Color LED Warning Beacons	\$600.00
	Requires valid FIN code.		
	By Sound Off Signal. degree visibility.	Includes center high-mounted stop light bar and 2 roof mounted beacon	s that provide 360
	85H	Back-Up Alarm System	\$145.00
	Requires valid FIN		

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2021 F-150 4x2 Regular Cab Styleside 6.5' box 122" WB XL (F1C)

Price Level: 145

Available C Selected	Options (cont'd) Code	Description	MSRP
	17C	Chrome Front & Rear Bumpers	Variable
	942 Requires valid FIN Non-controllable.	Daytime Running Lamps	\$45.00
	50S	Cruise Control	Variable
	87B	Ford Commercial Graphics (6 Square Feet)	\$250.00
	25 vehicle order n ordering vehicle ir Includes up to 6 squa		ed by Ford prior to
	87C	Ford Commercial Graphics (10 Square Feet)	\$300.00
	25 vehicle order n ordering vehicle ir Includes up to 10 squ		red by Ford prior to
	87D	Ford Commercial Graphics (18 Square Feet)	\$400.00
	25 vehicle order n ordering vehicle ir Includes up to 18 squ		red by Ford prior to
	87E	Ford Commercial Graphics (25 Square Feet)	\$525.00
	25 vehicle order n ordering vehicle ir Includes up to 25 squ		red by Ford prior to
	87F	Ford Commercial Graphics (40 Square Feet)	\$675.00
	25 vehicle order n ordering vehicle ir	ninimum. Graphic design must be completed and approven CONCEPS.	ved by Ford prior to

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2021 F-150 4x2 Regular Cab Styleside 6.5' box 122" WB XL (F1C)

Price Level: 145

MSRF	Description	Code	Selected
	et.	Includes up to 40 squa	
\$825.00	Ford Commercial Graphics (55 Square Feet)	87G	
ed by Ford prior to		ordering vehicle in	
	et.	Includes up to 55 squa	
N/A	Ford Commercial Graphics (70 Square Feet)	87H	
ed by Ford prior to		25 vehicle order mi ordering vehicle in Includes up to 70 squa	
N/C	Built: Kansas City Plant	D9K	
N/C	Built: DRB Truck	D9F	
\$0.00	Ship-Thru: Monroe Truck Equipment	31C	
N/C	Ship-Thru: Reading Equipment & Distribution	314	
Variable	Ship-Thru: Canfield Equipment Inc.	31X	
N/C	Ship-Thru: Auto Truck	31A	
Variable	Ship-Thru: Reading Equipment & Distribution	31B	
N/C	Ship-Thru: L&Z Co.	31E	
\$0.00	Ship-Thru: Westport Dallas	316	



2021 F-150 4x2 Regular Cab Styleside 6.5' box 122" WB XL (F1C)

Price Level: 145

Available Options (cont'd) Selected Code **Description MSRP** N/C 312 Ship-Thru: Midway Specialty Vehicles Inc N/C 31Q Ship-Thru: Masterack \$0.00 31F Ship-Thru: Altec \$0.00 310 Ship-Thru: Alt Fuel Innovations \$0.00 31J Ship-Thru: Auto Truck N/C 31K Ship-Thru: Knapheide Truck Equipment N/C 31G Ship-Thru: Dejana \$0.00 31M Ship-Thru: Manning Light Truck Equipment N/C 31N Ship-Thru: NBC Truck Equipment N/C 31P Ship-Thru: Kranz Automotive Variable 31S Ship-Thru: Roush Industries N/C 31T Ship-Thru: Ground Effects (GFX) Required on orders that contain Ford Work Solutions options. N/C 31V Ship-Thru: Adrian Steel \$0.00 31W Ship-Thru: National Fleet Services



2021 F-150 4x2 Regular Cab Styleside 6.5' box 122" WB XL (F1C)

Price Level: 145

Available C Selected	Options (cont'd) Code	Description	MSRP
	313	Ship-Thru: Utilimaster	N/C
	311	Ship-Thru: Monroe Truck Equipment	\$0.00
	31Y	Ship-Thru: Venchurs Vehicle System	Variable
	315	Ship-Thru: KC Truck Systems	\$0.00
	FLADCR	Fleet Advertising Credit	\$0.00
	FINAL2	Fleet Final Order Date: 05/28/2021	N/C
	56M	Ford US National Fleet Incentives Ford US National - 11/09/20	\$0.00
	T7C Requires valid FIN	Tires: LT265/70R17C BSW A/T (Fleet) I code.	\$295.00
	91P Requires valid FIN	8-Way Power Driver's Seat w/Power Lumbar (Fleet) I code.	\$350.00
	86A	XL Chrome Appearance Package (Fleet)	\$775.00
	Includes: - Wheels: 17" Silver F - Chrome Front & Rea - Fog Lamps (Fleet)		
	85A_	XL Power Equipment Group (Fleet)	\$970.00
	Requires valid FIN	I code.	

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2021 F-150 4x2 Regular Cab Styleside 6.5' box 122" WB XL (F1C)

Price Level: 145

Selected	Code	Description	MSRP
	Includes heat and I - Illuminated Entry - MyKey - Perimeter Alarm - Power Door Locks	d integrated key transmitter keyless-entry (includes Autolock). ck	
	595	Fog Lamps (Fleet)	\$140.00
	168	Color-Coordinated Carpet w/Carpet Floor Mats (FLT)	\$145.00
	524	SYNC 4 w/Enhanced Voice Recognition (Fleet)	\$325.00
	Includes 8" LCD capacitive touchscreen with swipe capability, wireless phone connection, cloud connected, AppLink with App catalog, 911 Assist, Apple CarPlay and Android Auto compatibility, digital owners manual, conversational voice command recognition and connected navigation. Note: Navigation services require SYNC 4 and FordPass Connect (optional on select vehicles), complimentary connect service and the FordPass app (see FordPass Terms for details). Customer receives a complimentary 90-day trial of navigation services when an eligible vehicle is added to a member's FordPass account. Trial period begins on the new vehicle warranty start date. At the end of the complimentary period, navigation service will terminate. Connected service and features depend on compatible AT&T network availability. Evolving technology/cellular networks/vehicle capability may limit functionality and prevent operation of connected features. FordPass App, compatible with select smartphone platforms, is available via a download. Message and data rates may apply. Includes: - Radio: AM/FM SiriusXM w/360L		
/SO Options			
	BCG	4 Key Lockset w/PEG and RKE	\$123.00
		er must program all 4 keys for ePats and RKE to assure all keys fun for direction on programming replacement keys.	nction on each unit. Refer to
Emissions			
	425	50 State Emissions	N/C
General Info			



2021 F-150 4x2 Regular Cab Styleside 6.5' box 122" WB XL (F1C)

Price Level: 145

Available Options (cont'd)					
Selected	Code	Description	MSRP		
	START1	Start-Up Date: 10/12/2020	N/C		
	FINAL1	Final Order Date: TBD	N/C		
	BUILD1	Build-Out Date: 12/05/2021	N/C		