#### NCSA Contract discount of 6% on all option pricing



#### Prepared by: Jeff Williams 08/07/2021

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

### 2022 F-250 4x4 SD Crew Cab 6.75' box 160" WB SRW XL (W2B)

Price Level: 230

elected	Code	Description	MSRP
ackages			
$\checkmark$	600A	Order Code 600A	N/C
	<ul> <li>Transmission: Toi</li> <li>3.73 Axle Ratio</li> <li>GVWR: 10,000 lb</li> <li>Tires: LT245/75R:</li> <li>Spare may not be</li> <li>Wheels: 17" Arge, Includes painted h</li> <li>HD Vinyl 40/20/40 Includes center ar</li> <li>Radio: AM/FM Ste Includes 4 speake</li> <li>SYNC Communi</li> </ul>	<pre>&lt;17E BSW A/S (4) the same as road tire. nt Painted Steel ub covers/center ornaments. Split Bench Seat mrest, cupholder, storage and driver's side manual lumbar. ereo w/MP3 Player</pre>	ink and 1 smart-charging
owertrain			
$\checkmark$	996	Engine: 6.2L 2-Valve SOHC EFI NA V8 Flex-Fuel	STD
	99N	Engine: 7.3L 2V DEVCT NA PFI V8 Gas	\$2,045.00
	Includes: - 3.55 Axle Ratio - Heavy-Duty Alterr	pator (240 Amp)	
	99T	Engine: 6.7L 4V OHV Power Stroke V8 Turbo Diesel B20	\$10,495.00
	Includes manual pu Includes: - 3.31 Axle Ratio - 175 Amp Heavy E - Dual 78-AH 750 C - 34 Gallon Fuel Ta	sh-button engine-exhaust braking and intelligent oil-life monitor. Duty Alternator CA Batteries	
$\checkmark$	44S	Transmission: TorqShift-G 6-Spd Auto w/SelectShift	STD
	44G	Transmission: TorqShift 10-Speed	N/C



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Price Level: 230

Available C Selected	Options (cont'd) Code	Description	MSRP
$\overline{\checkmark}$	X37	3.73 Axle Ratio	STD
	X31	3.31 Axle Ratio	N/C
	X35	3.55 Axle Ratio	N/C
	ХЗН	Electronic-Locking w/3.31 Axle Ratio	\$390.00
	X3J	Electronic-Locking w/3.55 Axle Ratio	\$390.00
	X3J_	Electronic-Locking w/3.55 Axle Ratio w/99T	\$390.00
	Includes: - GVWR: 10,400 lbs		
	X3E	Electronic-Locking w/3.73 Axle Ratio	\$390.00
	X4M	Electronic-Locking w/4.30 Axle Ratio	\$390.00
$\checkmark$	STDGV	GVWR: 10,000 lb Payload Package	STD
	68D	GVWR: 9,900 lb Payload Package	N/C
	NONGV1	GVWR: 10,800 lbs	N/C
	NONGV2	GVWR: 10,400 lbs	N/C
	98F	CNG/Propane Gaseous Engine Prep Package	\$315.00

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# Available Options (cont'd)

Selected	Code	Description	MSRP
	CNG/propane fuel ta equipment combined CNG/propane fueled Company does not p CNG or propane fue applicable U.S. or C installer, alterer or s complies with U.S. F	engine intake valves, valve seats and bi-fuel manifold. Note: This package anks, lines, etc. Vehicle will be equipped with the standard factory gasolin d with certified calibration reflash is required, from an external upfitter, to d vehicle. See Alternative Fuel Buyers Guide: www.ford.com/altfuelbuyers provide an exhaust or evaporative emissions certificate with this option w el. Ford does not represent that a vehicle converted to use CNG or propa anadian safety standards. It is the responsibility of the final stage manufa ubsequent stage manufacturer) to determine that any vehicle converted Federal, California or Canadian exhaust and evaporative emission require U.S. and Canadian safety standards, labeling and any other requirement	ne fuel system. Additional convert the vehicle to a sguide. Ford Motor hen converted to use ne will comply with all acturer (body-builder, o use CNG or propane ements, Federal fuel
Wheels & Tires			
$\checkmark$	TD8 Spare may not be th	Tires: LT245/75Rx17E BSW A/S (4) the same as road tire.	STD
	<b>TBM</b> Spare may not be th	Tires: LT245/75Rx17E BSW A/T	\$165.00
	TCD Spare may not be th	Tires: LT265/70Rx17E OWL A/T	\$455.00
	TCH Spare may not be th	Tires: LT275/65Rx18E BSW A/S	N/C
	TDX Spare may not be th	Tires: LT275/70Rx18E BSW A/T (4) the same as road tire.	\$265.00
	TDU Spare may not be th	Tires: LT275/70Rx18E OWL A/T (4) the same as road tire.	\$290.00
$\checkmark$	64A Includes painted hul	Wheels: 17" Argent Painted Steel	STD
	648 Includes bright hub o	Wheels: 18" Sparkle Silver Painted Cast Aluminum covers/center ornaments.	N/C
Seats & Seat Trim			
$\checkmark$	A	HD Vinyl 40/20/40 Split Bench Seat	STD

Includes center armrest, cupholder, storage and driver's side manual lumbar.



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Price Level: 230

Available O Selected	ptions (cont'd) Code	Description	MSRP
	1 Includes center armre	Cloth 40/20/40 Split Bench Seat est, cupholder, storage and driver's side manual lumbar.	\$315.00
Other Options			
$\checkmark$	160WB	160" Wheelbase	STD
	96V	XL Value Package	\$395.00
	Includes: - Bright Chrome Hub - Chrome Front Bump - Chrome Rear Step - Steering Wheel-Mod	Bumper	
	- Chrome Front Bump - Chrome Rear Step - Steering Wheel-Mou - Wheels: 18" Sparkle Includes bright hub - Tires: LT275/65Rx1	e Covers & Center Ornaments per Bumper unted Cruise Control e Silver Painted Cast Aluminum covers/center ornaments.	\$1,825.00
	Includes: - Accessory Delay - Trailer Tow Mirrors Includes manual fold turn signals. - Advanced Security Includes SecuriLock - Power Locks - Power Tailgate Loci - Power Front & Rear	Passive Anti-Theft System (PATS) and inclination/intrusion sensors. k Seat Windows /down driver/passenger window.	\$1,125.00
	17X Includes: - Hill Descent Control - Off-Road Specifical Includes front/rear. - Transfer Case & Fu - Unique FX4 Off-Roa	ly Tuned Shock Absorbers el Tank Skid Plates	\$400.00



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Available Op Selected	otions (cont'd Code	) Description	MSRP
$\square$	473	Snow Plow Prep Package	\$250.00
	Includes computer s body builders layout	elected springs for snowplow application. Note restrictions apply; book for details. May result in deterioration of ride quality when v tery (86M) recommended with 6.2L or 7.3L gasoline engines; see	ehicle is not equipped with
	471	Camper Package	\$160.00
	chosen. Not include springs and slide-in be consulted for spe	tice front springs (1 up upgrade above the spring computer selected d if maximum springs have been computer selected as standard e camper certification. Note 1: Salesperson's Source Book or Ford crific trailer towing or camper limits and corresponding required eq May result in deterioration of ride quality when vehicle is not equip	equipment), rear auxiliary RV Trailer Towing Guide should puipment, axle ratios and model
	47B	Snow Plow/Camper Package	\$305.00
	the spring computer computer selected a Ford RV Trailer Tow required equipment, Builders Layout Boo 2: May result in dete	Relected springs for snowplow application and heavy service front selected as a consequence of options chosen. Not included if ma is standard equipment) and slide-in camper certification. Note 1: S ing Guide should be consulted for specific trailer towing or campe axle ratios and model availability. Restrictions apply; see Supple of details. Expect firmer ride when vehicle is not equipped with prioration of ride quality when vehicle is not equipped with snowplo mended with 6.2L or 7.3L gasoline engines, see body builders lay	iximum springs have been Salesperson's Source Book or r limits and corresponding mental Reference or Body snowplow and/or camper. Note sw and/or camper. Note 3: Dual
	535	High Capacity Trailer Tow Package	\$1,130.00
	Towina Guide shoul	GCW from 23,500 lbs. to 30,000 lbs and upgraded axle. Note: Sal d be consulted for specific trailer towing or camper limits and corre el availability. See Supplemental Reference for vehicle height con	espondina required equipment.
	53Q	Pro Trailer Backup Assist - High	\$2,785.00
		Capacity	
	and corresponding r height consideration Includes: - Lane Departure W - High Capacity Trai Includes increased Towing Guide shoul axle ratios and mod - GVWR: 10,800 lb	arning ler Tow Package I GCW from 23,500 lbs. to 30,000 lbs and upgraded axle. Note: Sa d be consulted for specific trailer towing or camper limits and corre el availability. See Supplemental Reference for vehicle height con s	mental Reference for vehicle alesperson's Portfolio or Trailer esponding required equipment,
	- Ultimate Trailer To Includes rear view center high-mounted	camera, 360 degree camera system, rear CHMSL camera, trailer	reverse guidance and LED
	67H	Heavy-Service Front Suspension Package	\$125.00



#### 2022 F-250 4x4 SD Crew Cab 6.75' box 160" WB SRW XL (W2B)

Price Level: 230

# Available Options (cont'd)

Selected	Code	Description	MSRP
	chosen. Not included on vehicles which w apparatus which loa will increase with the	ice front springs (1 up upgrade above the spring computer selected as a d if maximum springs have been computer selected as standard equipmen ill permanently utilize aftermarket equipment such as heavy-duty winches, ds the front axle to the specified Gross Axle Weight Rating (GAWR). Note a addition of this package. Note 2: May result in deterioration of ride quality and utility attachment.	nt). Recommended only brush guards or other 1: Vehicle ride height
	41P	Transfer Case & Fuel Tank Skid Plates	\$100.00
	41H	Engine Block Heater	\$100.00
	62R Includes transmissio	Transmission Power Take-Off Provision on mounted live drive and stationary mode PTO.	\$280.00
		Engine Idle Shut Down - 5 Minutes ad period, the engine PCM automatically shuts down the engine and trigge power to the accessories to minimize battery drain.	\$250.00
		Engine Idle Shut Down - 10 Minutes ed period, the engine PCM automatically shuts down the engine and trigge power to the accessories to minimize battery drain.	\$250.00 ers the accessory
		Engine Idle Shut Down - 15 Minutes ad period, the engine PCM automatically shuts down the engine and trigge power to the accessories to minimize battery drain.	\$250.00
		Engine Idle Shut Down - 20 Minutes ed period, the engine PCM automatically shuts down the engine and trigge power to the accessories to minimize battery drain.	\$250.00 ers the accessory
	98R	Operator Commanded Regeneration (OCR)	\$250.00
	86M	Dual 78 AH Battery	\$210.00
	66B	BoxLink	\$75.00
	60B Includes cross-traffic	Blind Spot Information System (BLIS) alert and trailer tow (BLIS sensor in taillamp).	\$540.00



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Price Level: 230

Available O	ptions (cont'd <sub>Code</sub>	) Description	MSRP
	15W	12,000 lb Ford Performance Parts Winch by Warn	\$3,000.00
	Includes wireless an	d wired remote controls, 70-foot high-tensile strength and abrasion-r	esistant synthetic line.
	94P Includes Automatic I	Pre-Collision Assist Emergency Braking (AEB), automatic high beam and forward collision	Variable
	67E	240 Amp Alternator	\$85.00
	67A	332 Amp Alternator	N/C
	67B	397 Amp Alternator	\$115.00
	66L Includes LED Center	LED Box Lighting r High-Mounted Stop Lamp (CHMSL).	\$60.00
	52B Verified to be compa	Trailer Brake Controller tible with select electric over hydraulic brakes. Includes smart trailer	\$270.00 tow connector.
	53W	5th Wheel/Gooseneck Hitch Prep Package	\$500.00
	connector on driver's (53W) is compatible accessories 5th Whe compatible with Ree A00A25-A (8ft box o accessories 5th Whe the short pickup box The receiver centerli When selecting a tra vehicle for turns up t contacting the cab o Package (53W) is co	ad attachment points with plugs, 1 frame under-bed cross member ar as side pickup bed wall. 5th wheel hitch compatibility: the 5th Wheel/G with the factory orderable 5th Wheel Hitch Kits (15K and 15L) and d evel Hitch Kit by Reese - part #BC3Z-19D520-A (8tf box only). The pro- se Signature Series 5th wheel hitch kits updated with a new Leg Ser nly). The 5th Wheel Hitch Kit (15K), 5th Wheel Hitch Kit (15L) and d evel Hitch Kit by Reese - part #BC3Z-19D520-A is not released to the provides less clearance between the cab and 5th wheel trailer comp ine of the hitch should be mounted at least 2" forward from the rear- ariler and tow vehicle, it's critical that this combination provide clearan o and including 90 degrees. Failure to follow this recommendation co f the tow vehicle during tight turns. Gooseneck hitch compatibility: th pompatible only with the factory orderable Gooseneck Hitch Kit (15J) of s Gooseneck Hitch by Reese - part #BC3Z-19F503-A (8ft box and 6	cooseneck Prep Package ealer-installed Ford ep package is also vice Kit - part #BC3Z- saler-installed Ford short box (6.75ft box). Note: pared to long box pickups. txle of the truck chassis. ce between the cab and tow puld result in the trailer e 5th Wheel/Gooseneck Prep or dealer-installed Ford
	18B	Platform Running Boards	\$445.00
	18C	6" Angular Chrome Step Bar	\$695.00



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MSRP	Description	Options (cont'd Code	Selected
N/C	Front License Plate Bracket quiring 2 license plates and optional to all others.	153 Standard in states re	
\$200.00 vith cargo light and rear	Rear CHMSL Camera k screen. Includes LED Center High-Mounted Stop Lamp (CHMSL) wit	873 Display in center stat video camera.	
\$1,655.00	Pro Trailer Backup Assist	53R	
rse guidance and LED	· Camera System amera, 360 degree camera system, rear CHMSL camera, trailer revers	Includes: - Lane Departure Wa - Ultimate Trailer Tov Includes rear view o center high-mounted	
\$95.00	LED Roof Clearance Lights	592	
\$375.00	Tailgate Step & Handle	85G	
\$595.00	Tough Bed Spray-In Bedliner d, black box bed tie-down hooks and black bed attachment bolts.	85S Includes tailgate-gua	
STD	Monotone Paint Application	PAINT	$\checkmark$
\$60.00	Fixed Rear-Window w/Defrost	43B	
\$405.00	Power-Sliding Rear-Window w/Defrost	435	
\$30.00	Privacy Glass	924	
\$175.00	110V/400W Outlet	43C Includes 1 in-dash m	
\$60.00	Color-Coordinated Full Carpet w/Floor Mats	16F	



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Price Level: 230

Available Optic	ons (cont'd)	Description	MSRP
		•	\$250.00
	41A	Rapid-Heat Supplemental Cab Heater	φ250.00
	Includes: - 397 Amp Alternator		
	76S	Remote Start System	\$250.00
	66S Located in overhead console.	Upfitter Switches (6)	\$165.00
	587 Includes 4 speakers. Includes: - SYNC Communications & En Includes enhanced voice reco USB-C port.	Radio: AM/FM Stereo w/MP3 Player Intertainment System lognition with 911 Assist, 4.2" LCD center stack screen, AppLink and	STD
	zoom capability included with a	SYNC 3 Communications & Entertainment System gnition, 8" LCD capacitive touch screen in center stack with swipe of available voice-activated touchscreen navigation system, 4.2" produ	uctivity screen in IP
	cluster, AppLink, 911 Assist, A	pple CarPlay and Android Auto capability and 2 smart charging US	
	39S	SiriusXM Radio	\$185.00
	Hawaii. SiriusXM audio and da Radio Inc. If you decide to con thereafter and you will be char apply. To cancel you must call	bscription and 1 I/P mounted center speaker. Service is not availab ata services each require a subscription sold separately, or as a par- tinue service after your trial, the subscription plan you choose will a ged according to your chosen payment method at then-current rate SiriusXM at 1-866-635-2349. See SiriusXM Customer Agreement and programming subject to change. SiriusXM and all related mark Inc.	ckage, by SiriusXM automatically renew es. Fees and taxes for complete terms
	19J	Matte Black Aluminum Crossbed Toolbox (Pre-Installed)	N/A
	Late availability.		
	Model #127-52-03 by Weather	r Guard.	
	19K	Bright Aluminum Crossbed Toolbox (Pre-Installed)	N/A
	Late availability.		
	Model #127-0-03 by Weather	Guard.	



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Selected	Options (cont'd Code	Description	MSRP
	62X	Aluminum Crossbed Toolbox (Pre- Installed) (DISC)	\$575.00
	No longer availat	ble for factory ordering as of July 13, 2021. Weather Guard.	
	62Y	Prem Aluminum Crossbed Toolbox (Pre-Installed) (DISC)	\$790.00
	No longer availat Model #127-0-02 by	ble for factory ordering as of July 13, 2021. Weather Guard.	
	52R	Stowable Loading Ramps (Pre- Installed)	\$695.00
	Requires second	unit body.	
	91S	Amber 360 Degree LED Warn Strobes (Pre-Installed)	\$675.00
	Includes dual beaco		
	91G	Amber-Wht 360 Deg LED Warn Strobes (Pre-Installed)	\$725.00
	Includes dual beaco		
	87H	Black Molded Hood Deflector (Pre- Installed)	\$130.00
	85L	Drop-In Bedliner (Pre-Installed)	\$350.00
	21D	Soft Folding Tonneau Pickup Box Cover (Pre-Installed)	\$525.00
	21E	Hard Folding Tonneau Pickup Box Cover (Pre-Installed)	\$995.00



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Available Op Selected	otions (cont'd) Code	Description	MSRP
	21J	Retractable Tonneau Pickup Box Cover (Pre-Installed)	\$1,695.00
	61L	Front Wheel Well Liners (Pre-Installed)	\$180.00
	61M	Rear Wheel Well Liners (Pre-Installed)	\$180.00
	61N Custom accessory.	Front & Rear Wheel Well Liners (Pre- Installed)	\$325.00
	87B	Bed Step	\$325.00
	85M Custom accessory.	Bed Mat (Pre-Installed)	\$150.00
	61S	Front Splash Guards/Mud Flaps (Pre- Installed)	\$130.00
	62S	Rear Splash Guards/Mud Flaps (Pre- Installed)	N/C
	76C	Exterior Backup Alarm (Pre-Installed)	\$140.00
	15J	Gooseneck Hitch Kit (Pre-Installed)	\$250.00
	79V	COV Required	N/A
	C09	Priced DORA	N/C
Fleet Options			
	17F	XL Decor Group (LPO)	\$220.00



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Requires valid FIN code.         Includes: - Bright Chrome Hub Covers & Center Ornaments - Chrome Front Bumper - Chrome Rear Step Bumper         525       Steering Wheel-Mounted Cruise Control (LPO)         Requires valid FIN code.	
<ul> <li>Bright Chrome Hub Covers &amp; Center Ornaments</li> <li>Chrome Front Bumper</li> <li>Chrome Rear Step Bumper</li> <li>525</li> <li>Steering Wheel-Mounted Cruise Control (LPO)</li> </ul>	
Control (LPO)	
Requires valid FIN code.	\$235.00
942 Daytime Running Lamps (DRL) (LPO) Requires valid FIN code.	\$45.00
The non-controllable 942 Daytime Running Lamps (DRL) replace the standard Daytime Runni cluster controllable.	ing Lamps (DRL) on/off
51X Spare Wheel & Tire Delete (LPO)	-\$85.00
Requires valid FIN code. Also deletes jack and frame-mounted carrier.	
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.	
18A     Upfitter Interface Module (LPO)	\$295.00
Requires valid FIN code.	
D9E Built: Kentucky Truck Plant	N/C
311     Ship Thru: Dejana	\$0.00



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Available Options (cont'd) Selected Code Description			MSRP
	31S	Ship-Thru: Reading Equipment	N/C
	31A	Ship-Thru: Altec	N/C
	31V	Ship-Thru: Knapheide Truck Equipment	\$0.00
	31C	Ship-Thru: Zoresco Equipment	\$0.00
	31E	Ship-Thru: L&Z Co.	\$0.00
	31L	Ship-Thru: Auto Truck	N/C
	31M	Ship-Thru: Manning Truck Equipment	N/C
	31N	Ship-Thru: Monroe Truck Equipment	N/C
	31G	Ship-Thru: NBC Truck Equipment	\$0.00
	313	Ship-Thru: National Fleet Services	\$0.00
	31B	Ship-Thru: Reading Equipment	\$0.00
	31P	Ship-Thru: Roush Industries	\$0.00
	31F	Ship-Thru: Venchurs Vehicle System	\$0.00
	31W	Ship-Thru: Knapheide - IN	N/C
	316	Ship-Thru: Westport Dallas Inc	\$0.00



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Available O	ptions (cont'd) Code	Description	MSRP
	314	Ship-Thru: Reading Equipment & Distribution	\$0.00
	319	Ship-Thru: KC Truck Systems Inc.	\$0.00
	315	Ship-Thru: Alt Fuel Innovations, LLC (AFI)	\$0.00
	31U	Ship-Thru: General Truck Body	N/C
	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
	L Includes driver's side m	Vinyl 40/Mini-Console/40 Front Seat (Fleet) anual lumbar.	\$355.00
	4 Includes driver's side m	Cloth 40/Mini-Console/40 Front Seat (Fleet) anual lumbar.	\$615.00
	595	Halogen Fog Lamps (Fleet)	\$130.00
	76R	Reverse Sensing System (Fleet)	\$245.00
Emissions			
	425	50-State Emissions System	STD



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Available Options (cont'd)				
Selected	Code	Description	MSRP	
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	

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