NCSA Contract discount of 6% on all option pricing



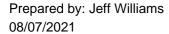
Prepared by: Jeff Williams 08/07/2021

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

2022 F-350 4x2 SD Crew Cab 6.75' box 160" WB SRW XL (W3A)

Price Level: 230

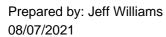
1 fice Level. 250			
Available Option			
Selected	Code	Description	MSRP
Packages			
\checkmark	610A	Order Code 610A	N/C
	 - 3.73 Axle Ratio - GVWR: 10,200 lb Payload Pacing - Tires: LT245/75Rx17E BSW A/Spare may not be the same as Wheels: 17" Argent Painted Stell Includes painted hub covers/cell HD Vinyl 40/20/40 Split Bench Includes center armrest, cupholonal Radio: AM/FM Stereo w/MP3 Placludes 4 speakers. - SYNC Communications & Enter Tires 	eed Automatic able drive modes: normal, tow/haul, eco, deep sand/snow and slipper (kage S (4) road tire. bel inter ornaments. Seat der, storage and driver's side manual lumbar. layer	
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 w/3.73 Axle - Heavy-Duty Alternator (240 Am	Ratio p)	
	99T	Engine: 6.7L 4V OHV Power Stroke V8 Turbo Diesel B20	\$10,495.00
	Includes manual push-button eng Includes: - 3.31 Axle Ratio - 175 Amp Heavy Duty Alternator - Dual 78-AH 750 CCA Batteries - 34 Gallon Fuel Tank - GVWR: 10,800 lb Payload Paci		
\checkmark	44G Includes SelectShift and selectal	Transmission: TorqShift 10-Speed Automatic ble drive modes: normal, tow/haul, eco, deep sand/snow and slippery.	STD
		3, 3, 3, 3, 3, 3, 3, 3, 3, 3, 3, 3, 3, 3	
\checkmark	X37	3.73 Axle Ratio	STD





Price Level: 230

Available (Options (cont'd)	Description	MSRP
	X31	3.31 Axle Ratio	N/C
	X35	3.55 Axle Ratio	N/C
	ХЗН	Electronic-Locking w/3.31 Axle Ratio	\$390.00
	ХЗЈ	Electronic-Locking w/3.55 Axle Ratio	\$390.00
	ХЗЕ	Electronic-Locking w/3.73 Axle Ratio	\$390.00
	X4M	Electronic-Locking w/4.30 Axle Ratio	\$390.00
\checkmark	STDGV	GVWR: 10,200 lb Payload Package	STD
	NONGV	GVWR: 10,800 lb Payload Package	N/C
	NONGV1	GVWR: 10,700 lb Payload Package	N/C
	NONGV2	GVWR: 11,300 lb Payload Package	N/C
	68D	GVWR: 10,000 lb Payload Package	N/C
Wheels & Tires	3		
\checkmark	TD8 Spare may not be the same	Tires: LT245/75Rx17E BSW A/S (4) e as road tire.	STD
	TBM Spare may not be the same	Tires: LT245/75Rx17E BSW A/T (4) e as road tire.	\$165.00
	TCD Spare may not be the same	Tires: LT265/70Rx17E OWL A/T e as road tire.	\$455.00





Price Level: 230

Available Option	ons (cont'd)	Description	MCDD
Selected	Code	Description	MSRP
	TCH Spare may not be the same a	Tires: LT275/65Rx18E BSW A/S	N/C
\checkmark	64A Includes painted hub covers/	Wheels: 17" Argent Painted Steel center ornaments.	STD
	648	Wheels: 18" Sparkle Silver Painted Cast Aluminum	N/C
	Includes bright hub covers/ce	enter ornaments.	
	64F Includes painted hub covers/	Wheels: 18" Argent Painted Steel center ornaments.	\$455.00
Seats & Seat Trim			
\checkmark	A Includes center armrest, cupi	HD Vinyl 40/20/40 Split Bench Seat holder, storage and driver's side manual lumbar.	STD
	1 Includes center armrest, cupi	Cloth 40/20/40 Split Bench Seat holder, 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 Covers - Chrome Front Bumper - Chrome Rear Step Bumper - Steering Wheel-Mounted Ch		
	17S	STX Appearance Package	\$1,825.00



Prepared by: Jeff Williams 08/07/2021

2022 F-350 4x2 SD Crew Cab 6.75' box 160" WB SRW XL (W3A)

Price Level: 230

Available Options (cont'd)

Selected Code **Description MSRP**

> Includes STX fender vent badge Includes

Bright Chrome Grille

- Bright Chrome Hub Covers & Center Ornaments
- Chrome Front Bumper
- Chrome Rear Step Bumper
- Steering Wheel-Mounted Cruise Control
- Wheels: 18" Sparkle Silver Painted Cast Aluminum Includes bright hub covers/center ornaments.

\$1,125,00 90L Power Equipment Group

> Deletes passenger-side lock cylinder. Includes upgraded door trim panel. Includes:

Accessory Delay

Trailer Tow Mirrors w/Power Heated Glass

Includes manual folding, manually telescoping, heated convex spotter mirror and integrated clearance lamps/turn signals.
- Advanced Security Pack

- Includes SecuriLock Passive Anti-Theft System (PATS) and inclination/intrusion sensors.
- Power Locks
- Power Tailgate Lock
- Power Front & Rear Seat Windows
- Includes 1-touch up/down driver/passenger window.
- Remote Keyless Entry

\$160.00 471 Camper Package

> Includes extra heavy service front springs (2 up upgrade above the spring computer selected as a consequence of options chosen. Not included if maximum springs have been computer selected as standard equipment) and slide-in camper certification. NOTE 1: Salesperson's Source Book or Ford RV Trailer Towing Guide should be consulted for specific trailer towing or camper limits and corresponding required equipment, axle ratios and model availability NOTE 2: May result in deterioration of ride quality when vehicle is not equipped with camper. Includes.

- Rear Stabilizer Bar

67H Heavy-Service Front Suspension Package

Includes heavy-service front springs (1 up upgrade above the spring computer selected as a consequence of options chosen. Not included if maximum springs have been computer selected as standard equipment). Recommended only on vehicles which will permanently utilize aftermarket equipment such as heavy-duty winches, brush guards or other apparatus which loads the front axle to the specified Gross Axle Weight Rating (GAWR). NOTE 1: Vehicle ride height will increase with the addition of this package. NOTE 2: May result in deterioration of ride quality when vehicle is not equipped with front end utility attachment.

98F CNG/Propane Gaseous Engine Prep Package

economy standards, U.S. and Canadian safety standards, labeling and any other requirements.

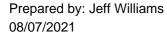
Includes hardened engine intake valves, valve seats and bi-fuel manifold. Note: This package does not include CNG/propane fuel tanks, lines, etc. Vehicle will be equipped with the standard factory gasoline fuel system. Additional equipment combined with certified calibration reflash is required, from an external upfitter, to convert the vehicle to a CNG/propane fueled vehicle. See Alternative Fuel Buyers Guide: www.ford.com/altfuelbuyersguide. Ford Motor Company does not provide an exhaust or evaporative emissions certificate with this option when converted to use CNG or propane fuel. Ford does not represent that a vehicle converted to use CNG or propane will comply with all applicable U.S. or Canadian safety standards. It is the responsibility of the final stage manufacturer (body-builder, installer, alterer or subsequent stage manufacturer) to determine that any vehicle converted to use CNG or propane complies with U.S. Federal, California or Canadian exhaust and evaporative emission requirements, Federal fuel

Prices and content availability as shown are subject to change and should be treated as estimates only. Actual base vehicle, package and option pricing may vary from this estimate because of special local pricing, availability or pricing adjustments not reflected in the dealer's computer system. See salesperson for the most current information

Note: .

\$125.00

\$315.00





Price Level: 230

Available O	ptions (cont'c	Description	MSRP
	41H	Engine Block Heater	\$100.00
	62R Includes transmissi	Transmission Power Take-Off Provision on mounted live drive and stationary mode PTO.	\$280.00
	86A After a predetermin module to shutdowi	Engine Idle Shut Down - 5 Minutes ed period, the engine PCM automatically shuts down the engine and trigger in 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 trigger in power to the accessories to minimize battery drain.	\$250.00
		Engine Idle Shut Down - 15 Minutes ed period, the engine PCM automatically shuts down the engine and trigger in power to the accessories to minimize battery drain.	\$250.00
	86D After a predetermin module to shutdowi	Engine Idle Shut Down - 20 Minutes ed period, the engine PCM automatically shuts down the engine and trigger in power to the accessories to minimize battery drain.	\$250.00
	98R	Operator Commanded Regeneration (OCR)	\$250.00
	86M	Dual 78 AH Battery	\$210.00
	66B	BoxLink	\$75.00
	60B Includes cross-traffi	Blind Spot Information System (BLIS) ic alert and trailer tow (BLIS sensor in taillamp).	\$540.00
	94P Includes Automatic	Pre-Collision Assist Emergency Braking (AEB), automatic high beam and forward collision warr	Variable
	67E	240 Amp Alternator	\$85.00

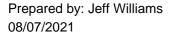


Prepared by: Jeff Williams 08/07/2021

2022 F-350 4x2 SD Crew Cab 6.75' box 160" WB SRW XL (W3A)

Price Level: 230

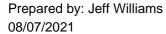
Available Optic Selected	ons (cont'd) Code	Description	MSRP
	67B	397 Amp Alternator	\$115.00
	66L Includes LED Center High-M	LED Box Lighting Jounted Stop Lamp (CHMSL).	\$60.00
	52B Verified to be compatible with	Trailer Brake Controller h select electric over hydraulic brakes. Includes smart trailer	\$270.00 r tow connector.
	connector on driver's side pic (53W) is compatible with the accessories 5th Wheel Hitch compatible with Reese Signa A00A25-A (8ft box only). The accessories 5th Wheel Hitch NOTE: the short pickup box pickups. The receiver centeric chassis. When selecting a trand tow vehicle for turns up trailer contacting the cab of the Wheel/Gooseneck Prep Paci	5th Wheel/Gooseneck Hitch Prep Package ment points with plugs, 1 frame under-bed cross member a ckup bed wall. 5th wheel hitch compatibility: the 5th Wheel/Gactory orderable 5th Wheel Hitch Kits (15K and 15L) and ckup bed seen as the Boosen seen seen as the Boosen seen seen as the Boosen seen seen seen as the Boosen seen seen seen as the Boosen seen seen seen seen seen seen seen	Gooseneck Prep Package dealer-installed Ford rep package is also rep package is also revice Kit - part #BC3Z-lealer-installed Ford e short box (6.75ft box). Filer compared to long box the rear-axle of the truck le clearance between the cab ndation could result in the bility: the 5th posseneck Hitch Kit (15J) or
	18B	Platform Running Boards	\$445.00
	18C	6" Angular Chrome Step Bar	\$695.00
	153 Standard in states requiring 2	Front License Plate Bracket 2 license plates and optional to all others.	N/C
	873 Display in center stack scree video camera.	Rear CHMSL Camera n. Includes LED Center High-Mounted Stop Lamp (CHMSL	\$200.00) with cargo light and rear
	53R Includes: - Lane Departure Warning - Ultimate Trailer Tow Camel Includes rear view camera, center high-mounted stop lar	360 degree camera system, rear CHMSL camera, trailer re	\$1,655.00 everse guidance and LED





Price Level: 230

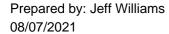
Available O Selected	ptions (cont'd) Code	Description	MSRP
	592	LED Roof Clearance Lights	\$95.00
	85G	Tailgate Step & Handle	\$375.00
	85S Includes tailgate-guard, bla	Tough Bed Spray-In Bedliner ack box bed tie-down hooks and black bed attachment bolts.	\$595.00
\checkmark	PAINT	Monotone Paint Application	STD
	43B	Fixed Rear-Window w/Defrost	\$60.00
	435	Power-Sliding Rear-Window w/Defrost	\$405.00
	924	Privacy Glass	\$30.00
	43C Includes 1 in-dash mounte	110V/400W Outlet ed outlet.	\$175.00
	16F	Color-Coordinated Full Carpet w/Floor Mats	\$60.00
	41A Includes: - 397 Amp Alternator	Rapid-Heat Supplemental Cab Heater	\$250.00
	76 S	Remote Start System	\$250.00
	66S Located in overhead consc	Upfitter Switches (6) ole.	\$165.00
\checkmark	587	Radio: AM/FM Stereo w/MP3 Player	STD





Price Level: 230

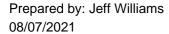
Available O	ptions (cont'd)	
Selected	Code	Description	MSRP
		tions & Entertainment System voice recognition with 911 Assist, 4.2" LCD center stack screen, Appl	Link and 1 smart-charging
	913	SYNC 3 Communications &	\$450.00
	zoom capability inclu	Entertainment System voice recognition, 8" LCD capacitive touch screen in center stack with uded with available voice-activated touchscreen navigation system, 4.2 1 Assist, Apple CarPlay and Android Auto capability and 2 smart charge	2" productivity screen in IP
	39S	SiriusXM Radio	\$185.00
	Hawaii. SiriusXM au Radio Inc. If you dec thereafter and you w apply. To cancel you	prepaid subscription and 1 I/P mounted center speaker. Service is not dio and data services each require a subscription sold separately, or a cide to continue service after your trial, the subscription plan you choose ill be charged according to your chosen payment method at then-current must call SiriusXM at 1-866-635-2349. See SiriusXM Customer Agrent. All fees and programming subject to change. SiriusXM and all related XM Radio Inc.	as a package, by SiriusXM se will automatically renew tent rates. Fees and taxes beement for complete terms
	62X Defender Series by	Aluminum Crossbed Toolbox (Pre- Installed) Weather Guard.	\$575.00
	62Y Model #127-0-02 by	Premium Aluminum Crossbed Toolbox (Pre-Installed) Weather Guard.	\$790.00
	52R Requires second	Stowable Loading Ramps (Pre- Installed) unit body.	\$695.00
			Ф075.00
	91S Includes dual beaco.	Amber 360 Degree LED Warn Strobes (Pre-Installed)	\$675.00
	91G	Amber-Wht 360 Deg LED Warn Strobes (Pre-Installed)	\$725.00
	Includes dual beaco.	•	





Price Level: 230

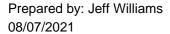
Available (Options (cont'd)	Description	MSRP
	87H	Black Molded Hood Deflector (Pre- Installed)	\$130.00
	85L	Drop-In Bedliner (Pre-Installed)	\$350.00
	21D	Soft Folding Tonneau Pickup Box Cover (Pre-Installed)	\$525.00
	21E	Hard Folding Tonneau Pickup Box Cover (Pre-Installed)	\$995.00
	21J	Retractable 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	Front & Rear Wheel Well Liners (Pre- Installed)	\$325.00
	87B	Bed Step	\$325.00
	85M	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





Price Level: 230

	otions (cont'd)		
Selected	Code	Description	MSRP
	15J	Gooseneck Hitch Kit (Pre-Installed)	\$250.00
	79V	COV Required	N/A
	C09	Priced DORA	N/C
Fleet Options			
	- Chrome Front Bum	Covers & Center Ornaments	\$220.00
	- Chrome Rear Step	Steering Wheel-Mounted Cruise Control (LPO)	\$235.00
	942 Requires valid FII	Daytime Running Lamps (DRL) (LPO) N code.	\$45.00
	The non-controllable cluster controllable.	942 Daytime Running Lamps (DRL) replace the standard Daytime Runn	ning Lamps (DRL) on/off
	51X Requires valid FII Also deletes jack and	Spare Wheel & Tire Delete (LPO) N code. d frame-mounted carrier.	-\$85.00
	926	Speed Limitation - 65-MPH Governed Top Speed (LPO)	\$80.00
	Requires valid FII	N code.	





Price Level: 230

Available Op	tions (cont'd)	Description	MSRP
	927	Speed Limitation - 75-MPH Governed Top Speed (LPO)	\$80.00
	Requires valid FIN code.		
	18L Requires valid FIN code.	Individual TPMS Delete (LPO)	N/C
	18A Requires valid FIN code.	Upfitter Interface Module (LPO)	\$295.00
	D9E	Built: Kentucky Truck Plant	N/C
	311	Ship Thru: Dejana	\$0.00
	31S	Ship-Thru: Reading Equipment & Distribution LLC	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

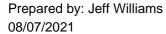




Price Level: 230

08/07/2021

Available C	options (cont'd)	Description	MSRP
	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
	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





Price Level: 230

Available Op	otions (cont'd)		
Selected	Code	Description	MSRP
	L	Vinyl 40/Mini-Console/40 Front Seat (Fleet)	\$355.00
	Includes driver's side manua	al lumbar.	
	4	Cloth 40/Mini-Console/40 Front Seat (Fleet)	\$615.00
	Includes driver's side manua	al lumbar.	
	595	Halogen Fog Lamps (Fleet)	\$130.00
	76R	Reverse Sensing System (Fleet)	\$245.00
	Requires valid FIN cod	e.	
Emissions			
			CTD
\checkmark	425	50-State Emissions System	STD
General Info			
	ORDER1	Initial Order Date: 03/15/2021	N/C
	ORDERT	Initial Order Date. 03/13/2021	
	START1	Start-Up Date: 06/04/2021	N/C
	FINAL1	Final Order Date: TBD	N/C
	BUILD1	Build-Out Date: TBD	N/C