#### 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 4x4 SD Crew Cab 8' box 176" WB DRW XL (W3D)

Price Level: 230

MSRF	Description	Code	Available C Selected
			Packages
N/C	Order Code 620A	620A	$\checkmark$
	load Package E BSW A/S (6) same as road tire. ainted Steel aments not included. It Bench Seat st, cupholder, storage and driver's side manual lumbar.	- Transmission: Torq Includes SelectShift - Limited Slip w/3.73 - GVWR: 14,000 lb F - Tires: LT245/75Rx1 Spare may not be ti - Wheels: 17" Argent Hub covers/center of - HD Vinyl 40/20/40 S Includes center arm - Radio: AM/FM Sterr Includes 4 speakers - SYNC Communica	
			Powertrain
STE	Engine: 6.2L 2-Valve SOHC EFI NA V8 Flex-Fuel	996	$\checkmark$
\$1,705.00	Engine: 7.3L 2V DEVCT NA PFI V8 Gas	99N	
	r (240 Amp)	Includes: - Heavy-Duty Alterna	
\$10,495.00	Engine: 6.7L 4V OHV Power Stroke V8 Turbo Diesel B20	99T	
	outton engine-exhaust braking and intelligent oil-life monitor. Alternator Batteries	Includes manual pus Includes: - 3.55 Axle Ratio - 175 Amp Heavy Du - Dual 78-AH 750 CC - 48 Gallon Fuel Tan	
STE	Transmission: TorqShift 10-Speed Automatic	44G	$\checkmark$
d slippery.	d selectable drive modes: normal, tow/haul, eco, deep sand/snow and	Includes SelectShift	
STE	Limited Slip w/3.73 Axle Ratio	X3L	



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Available Optic		Description	MSRP
	X35	3.55 Axle Ratio	N/C
	ХЗК	Limited Slip w/3.55 Axle Ratio	\$350.00
	X4N	Limited Slip w/4.10 Axle Ratio	\$360.00
	X4L	Limited Slip w/4.30 Axle Ratio	\$350.00
$\checkmark$	STDGV	GVWR: 14,000 lb Payload Package	STD
	NONGV1	GVWR: 13,000 lb Payload Package	N/C
	68L	GVWR: 13,000 lb Payload Package (68L)	N/C
Wheels & Tires			
$\checkmark$	TD8 Spare may not be the same as r	Tires: LT245/75Rx17E BSW A/S (6)	STD
	TBM Spare may not be the same as r	Tires: LT245/75Rx17E BSW A/T (6) oad tire.	\$165.00
	64K Hub covers/center ornaments no	Wheels: 17" Argent Painted Steel	STD
	64J Includes bright hub covers/cente	Wheels: 17" Forged Polished Aluminum or ornaments (4 aluminum outer and 2 steel inner).	\$600.00
	945 Front and rear.	Stainless Steel Wheel Covers (Pre- Installed)	\$380.00
	512	Spare Tire, Wheel, Carrier & Jack	\$295.00



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	Options (cont'o			
Selected	Code	Description	MSRF	
	Spare tire is stat ordered.	Spare tire is standard equipment; becomes optional when (66D) Pickup Box Delete is ordered.		
Seats & Seat T	Frim			
$\checkmark$	A Includes center arm	HD Vinyl 40/20/40 Split Bench Seat nrest, cupholder, storage and driver's side manual lumbar.	STD	
	1 Includes center arm	Cloth 40/20/40 Split Bench Seat nrest, cupholder, storage and driver's side manual lumbar.	\$315.00	
Other Options				
$\checkmark$	176WB	176" Wheelbase	STD	
	96V	XL Value Package	\$395.00	
	Includes: - Chrome Front Bu - Chrome Rear Ste - Steering Wheel-N			
	17S Includes STX fende Includes: - Bright Hub Covers - Chrome Front Bu	s mper	\$1,825.00	
	- Wheels: 17" Forg	lounted Cruise Control ed Polished Aluminum b covers/center ornaments (4 aluminum outer and 2 steel inner)		
	90L	Power Equipment Group	\$1,125.00	
	Includes: - Accessory Delay - Trailer Tow Mirror Includes manual f signals. - Advanced Securit Includes Securito - Power Locks - Power Tailgate Lo - Power Front & Re	ck Passive Anti-Theft System (PATS) and inclination/intrusion s pock ear Seat Windows up/down driver/passenger window.		



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elected	Code	Description	MSRF
	17X	FX4 Off-Road Package	\$400.00
	Includes front/rear	ally Tuned Shock Absorbers : Fuel Tank Skid Plates	
	473	Snow Plow Prep Package	\$250.0
	body builders layou	selected springs for snowplow application. Note restrictions apply t book for details. May result in deterioration of ride quality when ttery (86M) recommended with 6.2L or 7.3L gasoline engines; see	vehicle is not equipped with
	471	Camper Package	\$160.0
	Includes heavy serv chosen. Not includ certification. NOTE trailer towing or can	vice front springs (1 up upgrade above the spring computer select ed if maximum springs have been computer selected as standard : 1: Salesperson's Source Book or Ford RV Trailer Towing Guide nper limits and corresponding required equipment, axle ratios and on of ride quality when vehicle is not equipped with camper.	l equipment) and slide-in camp should be consulted for specifi
	47B	Snow Plow/Camper Package	\$305.0
	the spring compute computer selected Ford RV Trailer Tov required equipment Builders Layout Boo NOTE 2: May resul	selected springs for snowplow application and heavy service from r selected as a consequence of options chosen. Not included if m as standard equipment) and slide-in camper certification. NOTE 1 wing Guide should be consulted for specific trailer towing or camp t, axle ratios and model availability. Restrictions apply; see Supple ok for details. Expect firmer ride when vehicle is not equipped with t in deterioration of ride quality when vehicle is not equipped with M) recommended with 6.2L or 7.3L gasoline engines; See Body B	naximum springs have been 1: Salesperson's Source Book of Per limits and corresponding emental Reference or Body h snowplow and/or camper. Snowplow and/or camper. NOT
	67H	Heavy-Service Front Suspension Package	\$125.0
	chosen. Not include on vehicles which w apparatus which loa will increase with th	vice front springs (1 up upgrade above the spring computer selected if maximum springs have been computer selected as standard vill permanently utilize aftermarket equipment such as heavy-duty ads the front axle to the specified Gross Axle Weight Rating (GAV e addition of this package. NOTE 2: May result in deterioration of end utility attachment.	equipment). Recommended or winches, brush guards or othe VR). NOTE 1. Vehicle ride heig
	66D	Pickup Box Delete	-\$625.0
	(only on vehicles ov certification by a fin Ford Incomplete Ve Includes: - Rear Bumper Dele	ooks, tailgate, rearview camera, 7/4 pin connector and center high ver 10,000 lbs. GVWR). Incomplete vehicle package - requires fur al stage manufacturer. In addition, Ford urges manufacturers to for hicle Manual and the Ford Truck Body Builder's Layout Book (an ete , Carrier & Jack Delete	rther manufacture and ollow the recommendations of t



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Price Level: 230

Available C	Pptions (cont'd	)	
Selected	Code	Description	MSRP
	98F	CNG/Propane Gaseous Engine Prep Package	\$315.00
	CNG/propane fuel ta equipment combined CNG/propane fueled Company does not p CNG or propane fue applicable U.S. or Ca installer, alterer or su complies with U.S. F	ngine intake valves, valve seats and bi-fuel manifold. Note: This package nks, lines, etc. Vehicle will be equipped with the standard factory gasolin I with certified calibration reflash is required, from an external upfitter, to of vehicle. See Alternative Fuel Buyers Guide: www.ford.com/altfuelbuyers rovide an exhaust or evaporative emissions certificate with this option wh I. Ford does not represent that a vehicle converted to use CNG or propar anadian safety standards. It is the responsibility of the final stage manufa bisequent stage manufacturer) to determine that any vehicle converted to ederal, California or Canadian exhaust and evaporative emission require U.S. and Canadian safety standards, labeling and any other requirement	e fuel system. Additional convert the vehicle to a guide. Ford Motor ren converted to use he will comply with all cturer (body-builder, o use CNG or propane ments, Federal fuel
	41P	Transfer Case & Fuel Tank Skid Plates	\$100.00
	41H	Engine Block Heater	\$100.00
	62R Includes transmissio	Transmission Power Take-Off Provision n mounted live drive and stationary mode PTO.	\$280.00
		Engine Idle Shut Down - 5 Minutes d period, the engine PCM automatically shuts down the engine and trigge power to the accessories to minimize battery drain.	\$250.00 ers the accessory
	86B After a predetermine	Engine Idle Shut Down - 10 Minutes d 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 d 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 - 20 Minutes d 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



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Price Level: 230

Available C	Options (cont'd Code	) Description	MSRP
	66B	BoxLink	\$75.00
	60C	Audible Lane Departure Warning	\$115.00
	60B Includes cross-traffi	Blind Spot Information System (BLIS) c alert and trailer tow (BLIS sensor in taillamp).	\$540.00
	15W	12,000 lb Ford Performance Parts Winch by Warn	\$3,000.00
	Includes wireless ar	nd wired remote controls, 70-foot high-tensile strength and abrasion-res	sistant synthetic line.
	94P Includes Automatic	Pre-Collision Assist Emergency Braking (AEB), automatic high beam and forward collision	Variable
	67E	240 Amp Alternator	\$85.00
	67A Required when S (66S) and 110V/	332 Amp Alternator Snow Plow Pkg. (473) or Snow Plow/Camper Pkg. (47B). 400W Outlet (43C) are ordered together.	N/C . Upfitter Switches
	67B	397 Amp Alternator	\$115.00
	66L Includes LED Cente	LED Box Lighting er High-Mounted Stop Lamp (CHMSL).	\$60.00
	53W	5th Wheel/Gooseneck Hitch Prep Package	\$500.00
	connector on driver (53W) is compatible accessories 5th Wh compatible with Ree A00A25-A (8th box of accessories 5th Wh NOTE: the short pic pickups. The receiv chassis. When sele and tow vehicle for trailer contacting the Wheel/Gooseneck I	ed attachment points with plugs, 1 frame under-bed cross member and is side pickup bed wall. 5th wheel hitch compatibility: the 5th Wheel/Gov with the factory orderable 5th Wheel Hitch Kits (15K and 15L) and dea eel Hitch Kit by Reese - part #BC3Z-19D520-A (8ft box only). The prep ses Signature Series 5th wheel hitch kits updated with a new Leg Servi only). The 5th Wheel Hitch Kit (15K), 5th Wheel Hitch Kit (15L) and dea eel Hitch Kit by Reese - part #BC3Z-19D520-A is not released to the sl kup box provides less clearance between the cab and 5th wheel trailer er centerline of the hitch should be mounted at least 2" forward from the cting a trailer and tow vehicle, it's critical that this combination provide o turns up to and including 90 degrees. Failure to follow this recommende a cab of the tow vehicle during tight turns. Gooseneck hitch compatibility Prep Package (53W) is compatible only with the factory orderable Goos d customer accessories Gooseneck Hitch by Reese - part #BC3Z-19F5	osenečk Prep Package aler-installed Ford o package is also ice Kit - part #BC3Z- iler-installed Ford hort box (6.75ft box). compared to long box e rear-axle of the truck clearance between the cab ation could result in the ty: the 5th seneck Hitch Kit (15J) or



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Price Level: 230

Available Option	ons (cont'd) <sub>Code</sub>	Description	MSRP
	18B	Platform Running Boards	\$445.00
	18C	6" Angular Chrome Step Bar	\$695.00
	59H	Center High-Mounted Stop Lamp (CHMSL)	N/C
		cles over 10,000 lbs GVWR with 66D Pickup Box Delete; repla o Box Delete select 59H. CHMSL is standard under all other co	
	<b>153</b> Standard in states requiring :	Front License Plate Bracket 2 license plates and optional to all others.	N/C
	872 Pre-installed content include display. Upfitters kit includes instructions and electrochron	Rear View Camera & Prep Kit s cab wiring, frame wiring to the rear most cross member and camera with mounting bracket, 14' jumper wire and camera m nic mirror.	\$415.00 video display with 4" oounting, aiming
	<b>873</b> Display in center stack scree video camera.	Rear CHMSL Camera en. Includes LED Center High-Mounted Stop Lamp (CHMSL) w	\$200.00 with cargo light and rear
		360 degree camera system, rear CHMSL camera, trailer reven	\$1,655.00
	center high-mounted stop lar 85G	Tailgate Step & Handle	\$375.00
	85S Includes tailgate-guard, blac	Tough Bed Spray-In Bedliner k 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



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Price Level: 230

Selected	Options (cont'd Code	Description	MSRP
	435	Power-Sliding Rear-Window w/Defrost	\$405.00
	924	Privacy Glass	\$30.00
	43C Includes 1 in-dash r	110V/400W Outlet nounted outlet.	\$175.00
	16F	Color-Coordinated Full Carpet w/Floor Mats	\$60.00
	41A	Rapid-Heat Supplemental Cab Heater	\$250.00
	Includes: - 397 Amp Alternato	r	
	76S	Remote Start System	\$250.00
	66S Located in overhead	Upfitter Switches (6) d console.	\$165.00
	587 Includes 4 speakers Includes: - SYNC Communica Includes enhanced USB-C port.	Radio: AM/FM Stereo w/MP3 Player ations & Entertainment System I voice recognition with 911 Assist, 4.2" LCD center stack screen, AppLink	STD
	913	SYNC 3 Communications & Entertainment System	\$450.00
	zoom capability incl	voice recognition, 8" LCD capacitive touch screen in center stack with swi uded with available voice-activated touchscreen navigation system, 4.2" p 1 Assist, Apple CarPlay and Android Auto capability and 2 smart charging	productivity screen in IP
	Hawaii. SiriusXM au Radio Inc. If you de thereafter and you v apply. To cancel you	SiriusXM Radio prepaid subscription and 1 I/P mounted center speaker. Service is not avaidio and data services each require a subscription sold separately, or as a cide to continue service after your trial, the subscription plan you choose will be charged according to your chosen payment method at then-current u must call SiriusXM at 1-866-635-2349. See SiriusXM Customer Agreem n. All fees and programming subject to change. SiriusXM and all related rixM Radio Inc.	a package, by SiriusXM will automatically renew rates. Fees and taxes ent for complete terms



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Price Level: 230

Selected	Dptions (cont'd Code	) Description	MSRP
	62X	Aluminum Crossbed Toolbox (Pre- Installed)	\$575.00
	Defender Series by		
	62Y	Premium Aluminum Crossbed Toolbox (Pre-Installed)	\$790.00
	Model #127-0-02 by	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
	21J	Retractable Tonneau Pickup Box Cover (Pre-Installed)	\$1,695.00



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Available Op Selected	otions (cont'd) Code	Description	MSRP
	61L	Front Wheel Well Liners (Pre-Installed)	\$180.00
	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
	15J	Gooseneck Hitch Kit (Pre-Installed)	\$250.00
	15K	32.5K 5th Wheel Hitch Kit (Pre- Installed)	\$1,495.00
	79V	COV Required	N/A
	C09	Priced DORA	N/C
Fleet Options			
	17F Requires valid FIN code Includes: - Chrome Front Bumper	XL Decor Group (LPO)	\$220.00
	- Chrome Rear Step Bumper	Steering Wheel-Mounted Cruise Control (LPO)	\$235.00



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elected	Code	Description	MSRP
	Requires valid FI	N code.	
	942	Daytime Running Lamps (DRL) (LPO)	\$45.00
	Requires valid FI The non-controllable cluster controllable.	N code. 942 Daytime Running Lamps (DRL) replace the standard Daytime Runnin	g Lamps (DRL) on/ofi
	51X	Spare Wheel & Tire Delete (LPO)	-\$85.00
	Requires valid FI Also deletes jack and	N code. d frame-mounted carrier.	
	926	Speed Limitation - 65-MPH Governed Top Speed (LPO)	\$80.00
	Requires valid FI	N code.	
	927	Speed Limitation - 75-MPH Governed Top Speed (LPO)	\$80.00
	Requires valid FI	N code.	
	18A	Upfitter Interface Module (LPO)	\$295.00
	Requires valid FI	N code.	
	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



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Available C	Dptions (cont'd Code	) Description	MSRP
	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
	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



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Available Optic Selected	ons (cont'd) Code	Description	MSRP
	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 - 5/4/2021	\$0.00
	L Includes driver's side manual lu	Vinyl 40/Mini-Console/40 Front Seat (Fleet) umbar.	\$355.00
	<b>4</b> Includes driver's side manual lu	Cloth 40/Mini-Console/40 Front Seat (Fleet) umbar.	\$615.00
	595	Halogen Fog Lamps (Fleet)	\$130.00
	76R Requires valid FIN code.	Reverse Sensing System (Fleet)	\$245.00
Emissions			
	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



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Available Options (cont'd)				
Selected	Code	Description	MSRP	
	FINAL1	Final Order Date: TBD	N/C	
	BUILD1	Build-Out Date: TBD	N/C	