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 6.75' box 160" WB SRW XL (W3B)

Price Level: 230

Available Options

Selected	Code	Description	MSRP
Packages			
☑	610A	Order Code 610A	N/C
		Includes: *- Engine: 6.2L 2-Valve SOHC EFI NA V8 Flex-Fuel* *- Transmission: TorqShift 10-Speed Automatic* *Includes SelectShift and selectable drive modes: normal, tow/haul, eco, deep sand/snow and slippery.* *- 3.73 Axle Ratio* *- GVWR: 10,600 lb Payload Package* *- Tires: LT245/75Rx17E BSW A/S (4)* *Spare may not be the same as road tire.* *- Wheels: 17" Argent Painted Steel* *Includes painted hub covers/center ornaments.* *- HD Vinyl 40/20/40 Split Bench Seat* *Includes center armrest, cupholder, storage and driver's side manual lumbar.* *- Radio: AM/FM Stereo w/MP3 Player* *Includes 4 speakers.* *- SYNC Communications & Entertainment System* *Includes enhanced voice recognition with 911 Assist, 4.2" LCD center stack screen, AppLink and 1 smart-charging USB-C port.*	
Powertrain			
☑	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 Ratio* *- Heavy-Duty Alternator (240 Amp)*	
☐	99T	Engine: 6.7L 4V OHV Power Stroke V8 Turbo Diesel B20	$10,495.00
		Includes manual push-button engine-exhaust braking and intelligent oil-life monitor. *Includes:* *- 3.31 Axle Ratio* *- 175 Amp Heavy Duty Alternator* *- Dual 78-AH 750 CCA Batteries* *- 34 Gallon Fuel Tank* *- GVWR: 11,200 lb Payload Package*	
☑	44G	Transmission: TorqShift 10-Speed Automatic	STD
		Includes SelectShift and selectable drive modes: normal, tow/haul, eco, deep sand/snow and slippery.	
☑	X37	3.73 Axle Ratio	STD

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Available Options (cont'd)

Selected	Code	Description	MSRP
☐	X31	3.31 Axle Ratio	N/C
☐	X35	3.55 Axle Ratio	N/C
☐	X3H	Electronic-Locking w/3.31 Axle Ratio	$390.00
☐	X3J	Electronic-Locking w/3.55 Axle Ratio	$390.00
☐	X3E	Electronic-Locking w/3.73 Axle Ratio	$390.00
☐	X4M	Electronic-Locking w/4.30 Axle Ratio	$390.00
☑	STDGV	GVWR: 10,600 lb Payload Package	STD
☐	NONGV	GVWR: 11,200 lb Payload Package	N/C
☐	NONGV1	GVWR: 11,100 lb Payload Package	N/C
☐	NONGV2	GVWR: 11,500 lb Payload Package	N/C
☐	NONGV3	GVWR: 11,300 lb Payload Package	N/C
☐	NONGV4	GVWR: 11,500 lb Payload Package w/6.7L	N/C
☐	68D	GVWR: 10,000 lb Payload Package	N/C
☐	68L	GVWR: 11,400 lb Payload Package (68L)	N/C

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Available Options (cont'd)

Selected	Code	Description	MSRP
Wheels & Tires			
☑	TD8	Tires: LT245/75Rx17E BSW A/S (4) *Spare may not be the same as road tire.*	STD
☐	TBM	Tires: LT245/75Rx17E BSW A/T (4) *Spare may not be the same as road tire.*	$165.00
☐	TCD	Tires: LT265/70Rx17E OWL A/T *Spare may not be the same as road tire.*	$455.00
☐	TCH	Tires: LT275/65Rx18E BSW A/S *Spare may not be the same as road tire.*	N/C
☐	TDX	Tires: LT275/70Rx18E BSW A/T (4) *Spare may not be the same as road tire.*	$265.00
☐	TDU	Tires: LT275/70Rx18E OWL A/T (4) *Spare may not be the same as road tire.*	$290.00
☑	64A	Wheels: 17" Argent Painted Steel *Includes painted hub covers/center ornaments.*	STD
☐	648	Wheels: 18" Sparkle Silver Painted Cast Aluminum *Includes bright hub covers/center ornaments.*	N/C
☐	64F	Wheels: 18" Argent Painted Steel *Includes painted hub covers/center ornaments.*	$455.00
Seats & Seat Trim			
☑	A	HD Vinyl 40/20/40 Split Bench Seat *Includes center armrest, cupholder, storage and driver's side manual lumbar.*	STD
☐	1	Cloth 40/20/40 Split Bench Seat *Includes center armrest, cupholder, storage and driver's side manual lumbar.*	$315.00

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Available Options (cont'd)

Selected	Code	Description	MSRP
Other Options			
☑	160WB	160" Wheelbase	STD
☐	96V	XL Value Package	$395.00

Includes:
- Bright Chrome Hub Covers & Center Ornaments
- Chrome Front Bumper
- Chrome Rear Step Bumper
- Steering Wheel-Mounted Cruise Control

☐	17S	STX Appearance Package	$1,825.00

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.

☐	90L	Power Equipment Group	$1,125.00

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

☐	17X	FX4 Off-Road Package	$400.00

Includes:
- Hill Descent Control
- Off-Road Specifically Tuned Shock Absorbers
Includes front/rear.
- Transfer Case & Fuel Tank Skid Plates
- Unique FX4 Off-Road Box Decal

☐	473	Snow Plow Prep Package	$250.00

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Available Options (cont'd)

Selected	Code	Description	MSRP
		Includes computer selected springs for snowplow application. Note restrictions apply; see supplemental reference or body builders layout book for details. May result in deterioration of ride quality when vehicle is not equipped with snowplow. Dual battery (86M) recommended with 6.2L or 7.3L gasoline engines; see body builders layout book for details.	
☐	471	Camper Package	$160.00
		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) 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*	
☐	47B	Snow Plow/Camper Package	$305.00
		Includes computer selected springs for snowplow application and 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) 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. Restrictions apply; see Supplemental Reference or Body Builders Layout Book for details. Expect firmer ride when vehicle is not equipped with snowplow and/or camper. NOTE 2: May result in deterioration of ride quality when vehicle is not equipped with snowplow and/or camper. NOTE 3: Dual battery (86M) recommended with 6.2L or 7.3L gasoline engines; See Body Builders Layout Book for details. *Includes:* *- Rear Stabilizer Bar*	
☐	67H	Heavy-Service Front Suspension Package	$125.00
		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	$315.00
		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 economy standards, U.S. and Canadian safety standards, labeling and any other requirements.	
☐	41P	Transfer Case & Fuel Tank Skid Plates	$100.00
☐	41H	Engine Block Heater	$100.00

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Available Options (cont'd)

Selected	Code	Description	MSRP
☐	62R	Transmission Power Take-Off Provision *Includes transmission mounted live drive and stationary mode PTO.*	$280.00
☐	86A	Engine Idle Shut Down - 5 Minutes *After a predetermined period, the engine PCM automatically shuts down the engine and triggers the accessory module to shutdown power to the accessories to minimize battery drain.*	$250.00
☐	86B	Engine Idle Shut Down - 10 Minutes *After a predetermined period, the engine PCM automatically shuts down the engine and triggers the accessory module to shutdown power to the accessories to minimize battery drain.*	$250.00
☐	86C	Engine Idle Shut Down - 15 Minutes *After a predetermined period, the engine PCM automatically shuts down the engine and triggers the accessory module to shutdown power to the accessories to minimize battery drain.*	$250.00
☐	86D	Engine Idle Shut Down - 20 Minutes *After a predetermined period, the engine PCM automatically shuts down the engine and triggers the accessory module to shutdown 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	Blind Spot Information System (BLIS) *Includes cross-traffic alert and trailer tow (BLIS sensor in taillamp).*	$540.00
☐	15W	12,000 lb Ford Performance Parts Winch by Warn *Includes wireless and wired remote controls, 70-foot high-tensile strength and abrasion-resistant synthetic line.*	$3,000.00
☐	94P	Pre-Collision Assist *Includes Automatic Emergency Braking (AEB), automatic high beam and forward collision warning.*	Variable
☐	67E	240 Amp Alternator	$85.00

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Available Options (cont'd)

Selected	Code	Description	MSRP
☐	67A	332 Amp Alternator	N/C
	Required when Snow Plow Pkg. (473) or Snow Plow/Camper Pkg. (47B). Upfitter Switches (66S) and 110V/400W Outlet (43C) are ordered together.		
☐	67B	397 Amp Alternator	$115.00
☐	66L	LED Box Lighting	$60.00
	Includes LED Center High-Mounted Stop Lamp (CHMSL).		
☐	52B	Trailer Brake Controller	$270.00
	Verified to be compatible with select electric over hydraulic brakes. Includes smart trailer tow connector.		
☐	53W	5th Wheel/Gooseneck Hitch Prep Package	$500.00
	Includes 5 pickup bed attachment points with plugs, 1 frame under-bed cross member and 1 integrated 7-pin connector on driver's side pickup bed wall. 5th wheel hitch compatibility: the 5th Wheel/Gooseneck Prep Package (53W) is compatible with the factory orderable 5th Wheel Hitch Kits (15K and 15L) and dealer-installed Ford accessories 5th Wheel Hitch Kit by Reese - part #BC3Z-19D520-A (8ft box only). The prep package is also compatible with Reese Signature Series 5th wheel hitch kits updated with a new Leg Service Kit - part #BC3Z-A00A25-A (8ft box only). The 5th Wheel Hitch Kit (15K), 5th Wheel Hitch Kit (15L) and dealer-installed Ford accessories 5th Wheel Hitch Kit by Reese - part #BC3Z-19D520-A is not released to the short box (6.75ft box). NOTE: the short pickup box provides less clearance between the cab and 5th wheel trailer compared to long box pickups. The receiver centerline of the hitch should be mounted at least 2" forward from the rear-axle of the truck chassis. When selecting a trailer and tow vehicle, it's critical that this combination provide clearance between the cab and tow vehicle for turns up to and including 90 degrees. Failure to follow this recommendation could result in the trailer contacting the cab of the tow vehicle during tight turns. Gooseneck hitch compatibility: the 5th Wheel/Gooseneck Prep Package (53W) is compatible only with the factory orderable Gooseneck Hitch Kit (15J) or dealer-installed Ford customer accessories Gooseneck Hitch by Reese - part #BC3Z-19F503-A (8ft box and 6.75 ft box).		
☐	18B	Platform Running Boards	$445.00
☐	18C	6" Angular Chrome Step Bar	$695.00
☐	153	Front License Plate Bracket	N/C
	Standard in states requiring 2 license plates and optional to all others.		
☐	873	Rear CHMSL Camera	$200.00
	Display in center stack screen. Includes LED Center High-Mounted Stop Lamp (CHMSL) with cargo light and rear video camera.		

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Available Options (cont'd)

Selected	Code	Description	MSRP
☐	53R	Pro Trailer Backup Assist	$1,655.00
	Includes: *- Lane Departure Warning* *- Ultimate Trailer Tow Camera System* *Includes rear view camera, 360 degree camera system, rear CHMSL camera, trailer reverse guidance and LED center high-mounted stop lamp.*		
☐	592	LED Roof Clearance Lights	$95.00
☐	85G	Tailgate Step & Handle	$375.00
☐	85S	Tough Bed Spray-In Bedliner	$595.00
	Includes tailgate-guard, black box bed tie-down hooks and black bed attachment bolts.		
☑	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	110V/400W Outlet	$175.00
	Includes 1 in-dash mounted outlet.		
☐	16F	Color-Coordinated Full Carpet w/Floor Mats	$60.00
☐	41A	Rapid-Heat Supplemental Cab Heater	$250.00
	Includes: *- 397 Amp Alternator*		
☐	76S	Remote Start System	$250.00

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Available Options (cont'd)

Selected	Code	Description	MSRP
☐	66S	Upfitter Switches (6) *Located in overhead console.*	$165.00
☑	587	Radio: AM/FM Stereo w/MP3 Player *Includes 4 speakers.* *Includes:* *- SYNC Communications & Entertainment System* *Includes enhanced voice recognition with 911 Assist, 4.2" LCD center stack screen, AppLink and 1 smart-charging USB-C port.*	STD
☐	913	SYNC 3 Communications & Entertainment System *Includes enhanced voice recognition, 8" LCD capacitive touch screen in center stack with swipe capability, pinch-to-zoom capability included with available voice-activated touchscreen navigation system, 4.2" productivity screen in IP cluster, AppLink, 911 Assist, Apple CarPlay and Android Auto capability and 2 smart charging USB-C ports.*	$450.00
☐	39S	SiriusXM Radio *Includes a 3-month prepaid subscription and 1 I/P mounted center speaker. Service is not available in Alaska and Hawaii. SiriusXM audio and data services each require a subscription sold separately, or as a package, by SiriusXM 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. SiriusXM and all related marks and logos are trademarks of SiriusXM Radio Inc.*	$185.00
☐	62X	Aluminum Crossbed Toolbox (Pre-Installed) *Defender Series by Weather Guard.*	$575.00
☐	62Y	Premium Aluminum Crossbed Toolbox (Pre-Installed) *Model #127-0-02 by Weather Guard.*	$790.00
☐	52R	Stowable Loading Ramps (Pre-Installed) Requires second unit body.	$695.00
☐	91S	Amber 360 Degree LED Warn Strobes (Pre-Installed) *Includes dual beacon.*	$675.00

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Available Options (cont'd)

Selected	Code	Description	MSRP
☐	91G	Amber-Wht 360 Deg LED Warn Strobes (Pre-Installed) *Includes dual beacon.*	$725.00
☐	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

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Available Options (cont'd)

Selected	Code	Description	MSRP
☐	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

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)	$235.00

Requires valid FIN code.

☐	942	Daytime Running Lamps (DRL) (LPO)	$45.00

Requires valid FIN code.

The non-controllable 942 Daytime Running Lamps (DRL) replace the standard Daytime Running Lamps (DRL) on/off cluster controllable.

☐	51X	Spare Wheel & Tire Delete (LPO)	-$85.00

Requires valid FIN code.

Also deletes jack and frame-mounted carrier.

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Available Options (cont'd)

Selected	Code	Description	MSRP
☐	926 Requires valid FIN code.	Speed Limitation - 65-MPH Governed Top Speed (LPO)	$80.00
☐	927 Requires valid FIN code.	Speed Limitation - 75-MPH Governed Top Speed (LPO)	$80.00
☐	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

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Selected	Code	Description	MSRP
☐	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
☐	31U	Ship-Thru: General Truck Body	N/C
☐	FLADCR	Fleet Advertising Credit	$0.00
☐	FINAL2	Fleet Final Order Date: TBD	N/C

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☐	56M	Ford US National Fleet Incentives Ford US National - 05/04/21	$0.00
☐	L	Vinyl 40/Mini-Console/40 Front Seat (Fleet) *Includes driver's side manual lumbar.*	$355.00
☐	4	Cloth 40/Mini-Console/40 Front Seat (Fleet) *Includes driver's side manual lumbar.*	$615.00
☐	595	Halogen Fog Lamps (Fleet)	$130.00
☐	76R	Reverse Sensing System (Fleet) Requires valid FIN code.	$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
☐	FINAL1	Final Order Date: TBD	N/C
☐	BUILD1	Build-Out Date: TBD	N/C

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