### 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 Regular Cab 8' box 142" WB DRW XL (F3D)

Price Level: 230

Available Op	otions		
Selected	Code	Description	MSRF
Packages			
$\checkmark$	620A	Order Code 620A	N/C
	- Transmission: Tord Includes SelectShi - Limited Slip w/3.73 - GVWR: 14,000 lb i - Tires: LT245/75Rx Spare may not be - Wheels: 17" Argen Hub covers/center - HD Vinyl 40/20/40 Includes center arr - Radio: AM/FM Ste Includes 4 speaker - SYNC Communic	Payload Package 17E BSW A/S (6) the same as road tire. t Painted Steel ornaments not included. Split Bench Seat nrest, cupholder, storage and driver's side manual lumbar. reo w/MP3 Player	
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: - Heavy-Duty Altern	ator (240 Amp)	
	99T	Engine: 6.7L 4V OHV Power Stroke V8 Turbo Diesel B20	\$10,495.00
	Includes manual pus Includes: - 3.55 Axle Ratio - 175 Amp Heavy D. - Dual 78-AH 750 C - 29 Gallon Fuel Tar	CA Batteries	
$\checkmark$	44G	Transmission: TorqShift 10-Speed Automatic	STD
	Includes SelectShift	and selectable drive modes: normal, tow/haul, eco, deep sand/snow and	d slippery.
abla	X3L	Limited Slip w/3.73 Axle Ratio	STD



Price Level: 230

Available C	options (cont'd)	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	Tires: LT245/75Rx17E BSW A/S (6) same as road tire.	STD
	TBM Spare may not be the	Tires: LT245/75Rx17E BSW A/T (6) same as road tire.	\$165.00
$\checkmark$	64K Hub covers/center on	Wheels: 17" Argent Painted Steel naments not included.	STD
	64J Includes bright hub co	Wheels: 17" Forged Polished Aluminum overs/center 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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Available Op	otions (cont'c	1)	
Selected	Code	Description	MSRP
	Spare tire is star ordered.	ndard equipment; becomes optional when (66D) Pickup B	Box Delete is
Seats & Seat Trin	n		
$\checkmark$	A Includes center arm	HD Vinyl 40/20/40 Split Bench Seat arest, cupholder, storage and driver's side manual lumbar.	STD
	1 Includes center arm	Cloth 40/20/40 Split Bench Seat arest, cupholder, storage and driver's side manual lumbar.	\$100.00
Other Options			
$\checkmark$	142WB	142" Wheelbase	STD
	96V	XL Value Package	\$395.00
	Includes: - Chrome Front Bur - Chrome Rear Step - Steering Wheel-M		
	- Wheels: 17" Forge	S mper	\$1,825.00
	Includes: - Accessory Delay - Trailer Tow Mirrors Includes manual for signals Advanced Security Includes Securitor - Power Locks - Power Tailgate Lo - Power Front Seat	ck Passive Anti-Theft System (PATS) and inclination/intrusion sensors.  ck Windows  p/down driver/passenger window.	\$915.00

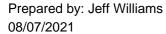


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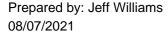
ptions (cont'd Code	Description	MSRP
	·	\$400.00
17X	FX4 Off-Road Package	φ400.00
Includes front/rear.	ally Tuned Shock Absorbers : uel Tank Skid Plates	
473	Snow Plow Prep Package	\$250.00
body builders layou	selected springs for snowplow application. Note restrictions apply; so t book for details. May result in deterioration of ride quality when vel- tery (86M) recommended with 6.2L or 7.3L gasoline engines; see bo	nicle is not equipped with
471	Camper Package	\$160.00
Includes heavy serv chosen. Not include certification. NOTE trailer towing or can	vice front springs (1 up upgrade above the spring computer selected ed if maximum springs have been computer selected as standard ed it: Salesperson's Source Book or Ford RV Trailer Towing Guide shoper limits and corresponding required equipment, axle ratios and mon of ride quality when vehicle is not equipped with camper.	quipment) and slide-in campe ould be consulted for specific
47B	Snow Plow/Camper Package	\$305.00
the spring computer computer selected a Ford RV Trailer Tow required equipment, Builders Layout Boo NOTE 2: May result	selected springs for snowplow application and heavy service front spring selected as a consequence of options chosen. Not included if maxing standard equipment) and slide-in camper certification. NOTE 1: Swing Guide should be consulted for specific trailer towing or camper, axle ratios and model availability. Restrictions apply; see Supplement of details. Expect firmer ride when vehicle is not equipped with sit in deterioration of ride quality when vehicle is not equipped with sit in deterioration of ride quality when vehicle is not equipped with sit in deterioration of ride quality when vehicle is not equipped with sit in deterioration of ride quality when vehicle is not equipped with sit in deterioration of ride quality when vehicle is not equipped with sit in deterioration of ride quality when vehicle is not equipped with sit in deterioration.	imum springs have been alesperson's Source Book or limits and corresponding ental Reference or Body nowplow and/or camper. bwplow and/or camper. NOTE
67H	Heavy-Service Front Suspension	\$125.00
	Package	
chosen. Not include on vehicles which w apparatus which loa will increase with the	vice front springs (1 up upgrade above the spring computer selected of if maximum springs have been computer selected as standard equil permanently utilize aftermarket equipment such as heavy-duty winds the front axle to the specified Gross Axle Weight Rating (GAWR) e addition of this package. NOTE 2: May result in deterioration of rice and utility attachment.	uipment). Recommended only nches, brush guards or other ). NOTE 1: Vehicle ride heigh
66D	Pickup Box Delete	-\$625.00
Deletes tie-down ho (only on vehicles ov certification by a fina Ford Incomplete Ve Includes: - Rear Bumper Dele	ooks, tailgate, rearview camera, 7/4 pin connector and center high-m ver 10,000 lbs. GVWR). Incomplete vehicle package - requires furthe al stage manufacturer. In addition, Ford urges manufacturers to follo hicle Manual and the Ford Truck Body Builder's Layout Book (and a	er manufacture and ow the recommendations of th





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Selected	options (cont'd) Code	Description	MSRP
	98F	CNG/Propane Gaseous Engine Prep Package	\$315.00
	CNG/propane fuel to equipment combine CNG/propane fueled Company does not use applicable U.S. or Cinstaller, alterer or somplies with U.S. It	engine intake valves, valve seats and bi-fuel manifold. Note: This package anks, lines, etc. Vehicle will be equipped with the standard factory gasolin of with certified calibration reflash is required, from an external upfitter, to develoe. See Alternative Fuel Buyers Guide: www.ford.com/altfuelbuyers provide an exhaust or evaporative emissions certificate with this option will. Ford does not represent that a vehicle converted to use CNG or propar anadian safety standards. It is the responsibility of the final stage manufacturer) to determine that any vehicle converted to effect the converted to effect and e	e fuel system. Additional convert the vehicle to a signifie. Ford Motor then converted to use the will comply with all cturer (body-builder, to use CNG or propane thents, 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 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 triggory power to the accessories to minimize battery drain.	\$250.00 ers the accessory
		Engine Idle Shut Down - 10 Minutes and period, the engine PCM automatically shuts down the engine and triggory power to the accessories to minimize battery drain.	\$250.00
	86C After a predetermine module to shutdown	Engine Idle Shut Down - 15 Minutes and period, the engine PCM automatically shuts down the engine and trigg a power to the accessories to minimize battery drain.	\$250.00 ers the accessory
	86D After a predetermine module to shutdown	Engine Idle Shut Down - 20 Minutes ed period, the engine PCM automatically shuts down the engine and trigg 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

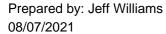




Price Level: 230

Available Option Selected	ons (cont'd) Code	Description	MSRP
	66B	BoxLink	\$75.00
	60C	Audible Lane Departure Warning	\$115.00
	60B Includes cross-traffic alert an	Blind Spot Information System (BLIS) d trailer tow (BLIS sensor in taillamp).	\$540.00
	15W	12,000 lb Ford Performance Parts Winch by Warn remote controls, 70-foot high-tensile strength and abrasion-resistant syr	\$3,000.00
	includes wireless and wired i	emote controls, 70-100t high-tensile strength and abiasion-resistant syr	uneuc ime.
	94P Includes Automatic Emergen	Pre-Collision Assist cy Braking (AEB), automatic high beam and forward collision warning.	Variable
	67E	240 Amp Alternator	\$85.00
	67A	332 Amp Alternator	N/C
	Required when Snow P (66S) and 110V/400W (	low Pkg. (473) or Snow Plow/Camper Pkg. (47B). Upfitte Dutlet (43C) are ordered together.	r Switches
	67B	397 Amp Alternator	\$115.00
	66L Includes LED Center High-M	LED Box Lighting Jounted Stop Lamp (CHMSL).	\$60.00
	53W	5th Wheel/Gooseneck Hitch Prep Package	\$500.00

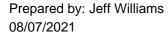
Includes 5 pickup bed attachment points with plugs, 1 frame under-bed cross member and 1 integrated 7-pin connector on driver's side pickup bed wall. 5th wheel hitch compatibility: the 5th Wheel/Gooseneck Prep Package (53W) is compatible with the factory orderable 5th Wheel Hitch Kits (15K and 15L) and 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).





Price Level: 230

	ptions (cont'd		
Selected	Code	Description	MSRP
	18B	Platform Running Boards	\$320.00
	59H	Center High-Mounted Stop Lamp (CHMSL)	N/C
		rom vehicles over 10,000 lbs GVWR with 66D Pickup Box Delete; re BD Pickup Box Delete select 59H. CHMSL is standard under all other	
	153 Standard in states r	Front License Plate Bracket equiring 2 license plates and optional to all others.	N/C
	872	Rear View Camera & Prep Kit	\$415.00
	Pre-installed conten display. Upfitters kit instructions and ele	it includes cab wiring, frame wiring to the rear most cross member ar includes camera with mounting bracket, 14' jumper wire and camera ctrochromic mirror.	nd video display with 4" a mounting, aiming
	<b>873</b> Display in center stavideo camera.	Rear CHMSL Camera ack screen. Includes LED Center High-Mounted Stop Lamp (CHMSL	\$200.00 ) with cargo light and rear
	53R	Pro Trailer Backup Assist	\$1,655.00
	Includes: - Lane Departure W - Ultimate Trailer To Includes rear view center high-mounte	w Camera System camera, 360 degree camera system, rear CHMSL camera, trailer re	verse guidance and LED
	85G	Tailgate Step & Handle	\$375.00
	85S Includes tailgate-gu	Tough Bed Spray-In Bedliner ard, black 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
	924	Privacy Glass	\$30.00





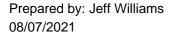
Price Level: 230

Available O	ptions (cont'd)	) Description	MSRP
	43C Includes 1 in-dash m	110V/400W 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
	76S	Remote Start System	\$250.00
	66S Located in overhead	Upfitter Switches (6) console.	\$165.00
$\checkmark$	587 Includes 4 speakers. Includes: - SYNC Communicat Includes enhanced USB-C port.	Radio: AM/FM Stereo w/MP3 Player tions & Entertainment System voice recognition with 911 Assist, 4.2" LCD center stack screen, AppLink	STD k and 1 smart-charging
	zoom capability inclu	SYNC 3 Communications & Entertainment System oice recognition, 8" LCD capacitive touch screen in center stack with swided with available voice-activated touchscreen navigation system, 4.2" p. Assist, Apple CarPlay and Android Auto capability and 2 smart charging	productivity screen in IP
	Hawaii. SiriusXM aud Radio Inc. If you dec thereafter and you w apply. To cancel you	SiriusXM Radio  prepaid subscription and 1 I/P mounted center speaker. Service is not average and data services each require a subscription sold separately, or as a side to continue service after your trial, the subscription plan you choose will be charged according to your chosen payment method at then-current must call SiriusXM at 1-866-635-2349. See SiriusXM Customer Agreem. All fees and programming subject to change. SiriusXM and all related of KM Radio Inc.	a package, by SiriusXM will automatically renew rates. Fees and taxes tent for complete terms
	62X Defender Series by V	Aluminum Crossbed Toolbox (Pre- Installed) Weather Guard.	\$575.00



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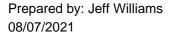
	options (cont'd		MODD
Selected	62Y  Model #127-0-02 by	Premium Aluminum Crossbed Toolbox (Pre-Installed)  Weather Guard.	<b>MSRP</b> \$790.00
	52R Requires second	Stowable Loading Ramps (Pre- Installed) unit body.	\$695.00
	91S  Includes dual beaco	Amber 360 Degree LED Warn Strobes (Pre-Installed)	\$675.00
	91G Includes dual beaco	Amber-Wht 360 Deg LED Warn Strobes (Pre-Installed)	\$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
	87B	Bed Step	\$325.00





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Available O	ptions (cont'd)	Description	MSRP
	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 - Chrome Rear Step Bumper	XL Decor Group (LPO)	\$220.00
	525 Requires valid FIN code.	Steering Wheel-Mounted Cruise Control (LPO)	\$235.00
	942 Requires valid FIN code.	Daytime Running Lamps (DRL) (LPO)	\$45.00





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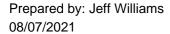
Available Option	,	Description	Menn
Selected	Code  The non-controllable 942 Dayt cluster controllable.	Description  ime Running Lamps (DRL) replace the standard Daytime Running	MSRP  Lamps (DRL) on/off
	ciuster controllable.		
	51X	Spare Wheel & Tire Delete (LPO)	-\$85.00
	Requires valid FIN code.		
	Also deletes jack and frame-m	ounted carrier.	
	926	Speed Limitation - 65-MPH Governed Top Speed (LPO)	\$80.00
	Requires valid FIN code.		
	927	Speed Limitation - 75-MPH Governed	\$80.00
	321	Top Speed (LPO)	
	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
	31S	Ship-Thru: Reading Equipment &	N/C
		Distribution LLC	
	31A	Ship-Thru: Altec	N/C
	31V	Ship-Thru: Knapheide Truck Equipment	\$0.00
	31C	Ship-Thru: Zoresco Equipment	\$0.00

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.

Ship-Thru: L&Z Co.

31E

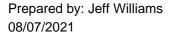
\$0.00





Price Level: 230

Available (	Options (cont'd)	Description	MSRP
	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
	31U	Ship-Thru: General Truck Body	N/C
	FLADCR	Fleet Advertising Credit	\$0.00





Price Level: 230

Available Options (cont'd)				
Selected	Code	Description	MSRP	
	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	Vinyl 40/Mini-Console/40 Front Seat (Fleet) manual lumbar.	\$355.00	
	4  Includes driver's side	Cloth 40/Mini-Console/40 Front Seat (Fleet) manual lumbar.	\$515.00	
	595	Halogen Fog Lamps (Fleet)	\$130.00	
	76R Requires valid FIN	Reverse Sensing System (Fleet) I code.	\$245.00	
Emissions				
$\checkmark$	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	