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 Super Cab 6.75' box 148" WB SRW XL (X3B)

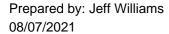
Price Level: 230

Available C	Options		
Selected	Code	Description	MSRP
Packages			
\checkmark	610A	Order Code 610A	N/C
	- Transmission: Torc Includes SelectShii - 3.73 Axle Ratio - GVWR: 10,500 lb I - Tires: LT245/75Rx Spare may not be - Wheels: 17" Argen Includes painted hu - HD Vinyl 40/20/40 Includes center arr - Radio: AM/FM Ste Includes 4 speaker - SYNC Communic	17E BSW A/S (4) the same as road tire. t Painted Steel ub covers/center ornaments. 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: - Electronic-Locking - Heavy-Duty Alterna		
	99T	Engine: 6.7L 4V OHV Power Stroke V8 Turbo Diesel B20	\$10,495.00
	Includes: - 3.31 Axle Ratio - 175 Amp Heavy Di - Dual 78-AH 750 Ci - 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 slip	opery.
\checkmark	X37	3.73 Axle Ratio	STD



Price Level: 230

Available Option	ons (cont'd) Code	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
	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
\checkmark	STDGV	GVWR: 10,500 lb Payload Package	STD
	NONGV	GVWR: 11,000 lb Payload Package w/6.7L	N/C
	NONGV1	GVWR: 11,000 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





Price Level: 230

Available Option Selected	ons (cont'd) Code	Description	MSRP
Wheels & Tires			
\checkmark	TD8 Spare may not be the same as	Tires: LT245/75Rx17E BSW A/S (4) s road tire.	STD
	TBM Spare may not be the same as	Tires: LT245/75Rx17E BSW A/T (4) s road tire.	\$165.00
	TCD Spare may not be the same as	Tires: LT265/70Rx17E OWL A/T s road tire.	\$455.00
	TCH Spare may not be the same as	Tires: LT275/65Rx18E BSW A/S s road tire.	N/C
	TDX Spare may not be the same as	Tires: LT275/70Rx18E BSW A/T (4) s road tire.	\$265.00
	TDU Spare may not be the same as	Tires: LT275/70Rx18E OWL A/T (4) s road tire.	\$290.00
\checkmark	64A Includes painted hub covers/c	Wheels: 17" Argent Painted Steel enter ornaments.	STD
	648 Includes bright hub covers/cer	Wheels: 18" Sparkle Silver Painted Cast Aluminum nter ornaments.	N/C
	64F Includes painted hub covers/c	Wheels: 18" Argent Painted Steel enter ornaments.	\$455.00
Seats & Seat Trim			
\checkmark	A Includes center armrest, cuph	HD Vinyl 40/20/40 Split Bench Seat older, storage and driver's side manual lumbar.	STD
	1 Includes center armrest, cuph	Cloth 40/20/40 Split Bench Seat older, storage and driver's side manual lumbar.	\$100.00



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2022 F-350 4x4 SD Super Cab 6.75' box 148" WB SRW XL (X3B)

Available Opt	tions (cont'd)) Description	MSRP
Other Options			
	148WB	148" Wheelbase	STD
	96V	XL Value Package	\$395.00
	Includes: - Bright Chrome Hub - Chrome Front Bum, - Chrome Rear Step - Steering Wheel-Mo	Bumper	
	- Chrome Front Bum - Chrome Rear Step - Steering Wheel-Mo - Wheels: 18" Sparkl	e Covers & Center Ornaments oer Bumper	\$1,825.00
	Includes: - Accessory Delay - Trailer Tow Mirrors Includes manual fol signals Advanced Security Includes SecuriLocl - Power Locks - Power Tailgate Loc - Power Front & Rea	k Passive Anti-Theft System (PATS) and inclination/intrusion sens k r Seat Windows /down driver/passenger window.	-
	Includes: - Hill Descent Contro - Off-Road Specifical Includes front/rear. - Transfer Case & Fu - Unique FX4 Off-Ro	ly Tuned Shock Absorbers rel Tank Skid Plates	\$400.00
	473	Snow Plow Prep Package	\$250.00

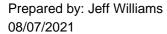
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Available Options (cont'd) Selected Code **Description MSRP** Includes computer selected springs for snowplow application. Note restrictions apply; see supplemental reference or body builders layout book for details. May result in deterioration of 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 \$160.00 471 Camper 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) 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. - Rear Stabilizer Bar \$305.00 47B Snow Plow/Camper Package 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 \$125.00 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. \$315.00 98F CNG/Propane Gaseous Engine Prep Package 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. \$100.00 41P Transfer Case & Fuel Tank Skid Plates \$100.00 41H **Engine Block Heater**





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

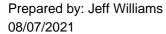


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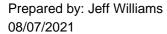
Available O	ptions (cont'd	l)	
Selected	Code	Description	MSRP
	074	000 A Altranator	N/C
	67A Required when S (66S) and 110V/	332 Amp Alternator Snow Plow Pkg. (473) or Snow Plow/Camper Pkg. (47B). 400W Outlet (43C) are ordered together.	
	67B	397 Amp Alternator	\$115.00
	66L Includes LED Cente	LED Box Lighting er High-Mounted Stop Lamp (CHMSL).	\$60.00
	52B	Trailer Brake Controller	\$270.00
	Verified to be compa	atible with select electric over hydraulic brakes. Includes smart trailer to	ow connector.
	53W	5th Wheel/Gooseneck Hitch Prep Package	\$500.00
	connector on driver' (53W) is compatible accessories 5th Wh compatible with Rec A00A25-A (8ft box of accessories 5th Wh NOTE: the short pic pickups. The receive chassis. When seles 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/Goe with the factory orderable 5th Wheel Hitch Kits (15K and 15L) and doe eel Hitch Kit by Reese - part #BC3Z-19D520-A (8ft box only). The preparese Signature Series 5th wheel hitch kits updated with a new Leg Servionly). The 5th Wheel Hitch Kit (15K), 5th Wheel Hitch Kit (15L) and deal eel Hitch Kit by Reese - part #BC3Z-19D520-A is not released to the selful 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 provided turns up to and including 90 degrees. Failure to follow this recommended at least 2 to which we cab of the tow vehicle during tight turns. Gooseneck hitch compatibility Prep Package (53W) is compatible only with the factory orderable Goos discussioner accessories Gooseneck Hitch by Reese - part #BC3Z-19F6	oseneck Prep Package aler-installed Ford p 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
	18B	Platform Running Boards	\$445.00
	18C	6" Angular Chrome Step Bar	\$695.00
	153 Standard in states r	Front License Plate Bracket equiring 2 license plates and optional to all others.	N/C
	873 Display in center stavideo camera.	Rear CHMSL Camera ack screen. Includes LED Center High-Mounted Stop Lamp (CHMSL) v	\$200.00 vith cargo light and rear





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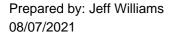
Available Opt	ions (cont'd)	Description	MSRP
	53R Includes: - Lane Departure Warning - Ultimate Trailer Tow Cal	Pro Trailer Backup Assist g mera System rra, 360 degree camera system, rear CHMSL camera, trailer reverse	\$1,655.00
	center high-mounted stop	LED Roof Clearance Lights	\$95.00
	85G	Tailgate Step & Handle	\$375.00
	85S Includes tailgate-guard, b	Tough Bed Spray-In Bedliner lack 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 mount	110V/400W Outlet ed outlet.	\$175.00
	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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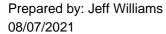
	options (cont'd)		MODE
Selected	Code	Description	MSRP
	66S Located in overhead	Upfitter Switches (6) console.	\$165.00
		Radio: AM/FM Stereo w/MP3 Player ions & Entertainment System voice recognition with 911 Assist, 4.2" LCD center stack screen, AppLink	STD and 1 smart-charging
	913	SYNC 3 Communications &	\$450.00
		Entertainment System	
	zoom capability inclu	oice recognition, 8" LCD capacitive touch screen in center stack with swij ded with available voice-activated touchscreen navigation system, 4.2" p Assist, Apple CarPlay and Android Auto capability and 2 smart charging	roductivity screen in IP
	398	SiriusXM Radio	\$185.00
	Hawaii. SiriusXM aud Radio Inc. If you deci thereafter and you wi apply. To cancel you	repaid subscription and 1 I/P mounted center speaker. Service is not ava- lio and data services each require a subscription sold separately, or as a de to continue service after your trial, the subscription plan you choose w Il be charged according to your chosen payment method at then-current must call SiriusXM at 1-866-635-2349. See SiriusXM Customer Agreema. All fees and programming subject to change. SiriusXM and all related in If M Radio Inc.	package, by SiriusXM vill automatically renew rates. Fees and taxes ent for complete terms
	62X	Aluminum Crossbed Toolbox (Pre- Installed)	\$575.00
	Defender Series by V	Veather Guard.	
	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 beacon	,	





Price Level: 230

Available Opt			
Selected	Code	Description	MSRP
	91G Includes dual beacon.	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
	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





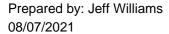
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Available Op			
Selected	Code	Description	MSRP
	62S	Rear Splash Guards/Mud Flaps (Pre-Installed)	N/C
	76C	Exterior Backup Alarm (Pre-Installed)	\$140.00
	15J	Gooseneck Hitch Kit (Pre-Installed)	\$250.00
	79V	COV Required	N/A
	C09	Priced DORA	N/C
Fleet Options			
	17F Requires valid FIN co	XL Decor Group (LPO) de.	\$220.00
	Includes: - Bright Chrome Hub Cove - Chrome Front Bumper - Chrome Rear Step Bump	ers & Center Ornaments per	
	525	Steering Wheel-Mounted Cruise Control (LPO)	\$235.00
	Requires valid FIN co	de.	
	942	Daytime Running Lamps (DRL) (LPO)	\$45.00
	Requires valid FIN co	de.	
	The non-controllable 942 L cluster controllable.	Daytime Running Lamps (DRL) replace the standard Daytime Runnii	ng Lamps (DRL) on/off
	51X	Spare Wheel & Tire Delete (LPO)	-\$85.00
	Requires valid FIN co		



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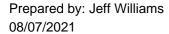
Available Op	otions (cont'd)		
Selected	Code	Description	MSRP
	926	Speed Limitation - 65-MPH Governed Top Speed (LPO)	\$80.00
	Requires valid FIN code.		
	927	Speed Limitation - 75-MPH Governed Top Speed (LPO)	\$80.00
	Requires valid FIN code.		
	18L	Individual TPMS Delete (LPO)	N/C
	Requires valid FIN code.		
	18A Requires valid FIN code.	Upfitter Interface Module (LPO)	\$295.00
	required valid i iiv dodd.		
	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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Available (Options (cont'd)	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
	31 U	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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Available Op	otions (cont'd Code) Description	MSRP
	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)	\$515.00
	595	Halogen Fog Lamps (Fleet)	\$130.00
	76R Requires valid FII	Reverse Sensing System (Fleet) N 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