NCSA Contract discount of 6% on all option pricing



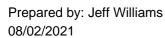
Prepared by: Jeff Williams 08/02/2021

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

2022 F-350 Chassis 4x2 SD Crew Cab 179" WB DRW XL (W3G)

Price Level: 230

Available C	ptions		
Selected	Code	Description	MSRP
Packages			
\checkmark	640A	Order Code 640A	N/C
	- Transmission: Toro 10R140 with neutre - 3.73 Axle Ratio - GVWR: 14,000 lb le - Tires: LT245/75Rx Spare may not be te - Wheels: 17" Argen Hub covers/center - HD Vinyl 40/20/40 Includes center arm - Radio: AM/FM Stel Includes 6 speaker - SYNC Communic	17E BSW PLUS A/S he same as road tire. t Painted Steel ornaments not included. Split Bench Seat nrest, cupholder, storage and driver's side manual lumbar. eo w/MP3 Player s. ations & Entertainment System d voice recognition, 911 Assist, 4.2" LCD center stack screen, AppLink,	
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: - 240 Amp Alternato	r	
	99T	Engine: 6.7L 4V OHV Power Stroke V8 Turbo Diesel B20	\$10,250.00
	Includes Diesel Exha Includes: - Dual 78-AH 750 CO - 240 Amp Alternato	aust Fluid (DEF) tank, intelligent oil-life monitor and manual push-button CA Batteries	engine-exhaust braking.
\checkmark	44G	Transmission: TorqShift 10-Speed Automatic	STD
	10R140 with neutral	idle and selectable drive modes: normal, tow/haul, eco, deep sand/snow	v and slippery.
\checkmark	X37	3.73 Axle Ratio	STD





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Available Opt	tions (cont'd)		
Selected	Code	Description	MSRP
	X4L	Limited Slip w/4.30 Axle Ratio	\$350.00
	X4N	Limited Slip w/4.10 Axle Ratio	\$360.00
\checkmark	STDGV	GVWR: 14,000 lb Payload Package	STD
	98F	CNG/Propane Gaseous Engine Prep Package	\$315.00
	CNG/Propane fuel tanks equipment combined wit CNG/Propane fueled ver Company does not provice of the company does not provice. For applicable U.S. or Canal installer, alterer or subsecomplies with U.S. Feder	the intake valves, valve seats and bi-fuel manifold. This package does not interest, lines, etc. Vehicle will be equipped with the standard factory gasoline the Certified calibration reflash is required, from an external upfitter, to conclude. See Alternative Fuel Buyers Guide: www.ford.com/altfuelbuyersguide an exhaust or evaporative emissions certificate with this option whe pard does not represent that a vehicle converted to use CNG or Propaned dian safety standards. It is the responsibility of the final stage manufacturer to determine that any vehicle converted to the ral, California or Canadian exhaust and evaporative emission requirements.	fuel system. Additional onvert the vehicle to a uide Ford Motor in converted to use will comply with all urer (body-builder, use CNG or Propane ents. Federal fuel
Wheels & Tires			
\checkmark	TD8 Spare may not be the sa	Tires: LT245/75Rx17E BSW PLUS A/S ame as road tire.	STD
	TBM Spare may not be the sa	Tires: LT245/75Rx17E BSW A/T	\$165.00
	64K Hub covers/center ornar	Wheels: 17" Argent Painted Steel nents not included.	STD
	64J Includes bright hub cove	Wheels: 17" Forged Polished Aluminum ors/center ornaments (4 aluminum outer and 2 steel inner).	\$600.00
	512 Required in Rhode I Excludes carrier. Includes: - 4-Ton Hydraulic Jack	Spare Tire, Wheel & Jack sland.	\$350.00



2022 F-350 Chassis 4x2 SD Crew Cab 179" WB DRW XL (W3G)

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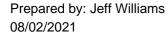
Available Op	otions (cont'd)) Description	MSRP
	51D	Spare Tire & Wheel Delete (Regional) - Option Discount	\$0.00 -\$85.00
	Only available to	pool accounts for sales to Rhode Island.	
	945	Stainless Steel Wheel Covers (Pre- Installed)	\$380.00
	Front and rear.		
Seats & Seat Tri	m		
\checkmark	A Includes center armre	HD Vinyl 40/20/40 Split Bench Seat est, cupholder, storage and driver's side manual lumbar.	STD
	1 Includes center armre	Cloth 40/20/40 Split Bench Seat est, cupholder, storage and driver's side manual lumbar.	\$315.00
	L Includes driver's side	Vinyl 40/Mini-Console/40 Front Seat manual lumbar.	\$355.00
	4 Includes driver's side	Cloth 40/Mini-Console/40 Front Seat manual lumbar.	\$615.00
Other Options			
\checkmark	PAINT	Monotone Paint Application	STD
\checkmark	179WB	179" Wheelbase	STD
	Includes enhanced	Radio: AM/FM Stereo w/MP3 Player ions & Entertainment System voice recognition, 911 Assist, 4.2" LCD center stack screen, AppLink, 1 s	STD
	and steering wheel a	4-Ton Hydraulic Jack	\$55.00



2022 F-350 Chassis 4x2 SD Crew Cab 179" WB DRW XL (W3G)

Price	Level:	230
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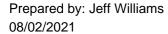
Available Opt	ions (cont'd)	Description	MSRP
	Required in Rhode	Island.	
	Ford RV trailer towing g	Trailer Tow Package aller brake wiring kit. Trailer brake controller not included. Note: Salespe guide should be consulted for specific trailer towing or camper limits and le ratios and model availability.	
	96V Includes: - XL Decor Group	XL Value Package	\$395.00
	- Chrome Front Bumpi - Steering Wheel-Moun		\$1,125.00
	Includes: - Accessory Delay - Advanced Security Pa Includes Securit.ock P - Folding Trailer Tow M. Includes manual teles - MyKey Includes owner contro - Power Front & Rear S	Passive Anti-Theft System (PATS) and inclination/intrusion sensors. irrors w/Power Heated Glass coping, heated convex spotter mirror and integrated clearance lamps/tu ls feature. ide Windows own driver/passenger window.	rn signals.
	specific vehicle configui such as heavy-duty win	Heavy-Service Front Suspension Package eavy-service front springs (see Order Guide Supplemental Reference for rations). Recommended only on vehicles which will permanently utilize a ches, brush guards or other apparatus which loads the front axle to the . Note 1: May result in a deterioration of ride quality. Note 2: Vehicle ride package.	aftermarket equipment specified Gross Axle
	springs/FGAWR of spec aftermarket equipment specified Gross Axle W	Extra Heavy-Service Suspension Package xtra heavy-service front springs (see Order Guide Supplemental Refere cific vehicle configurations). Recommended only on vehicles which will p such as heavy-duty winches, brush guards or other apparatus which lose eight Rating (GAWR). Note 1: May result in a deterioration of ride quality the addition of this package.	permanently utilize ads the front axle to the
	41H	Engine Block Heater	\$100.00
	62R	Transmission Power Take-Off Provision	Variable





Price Level: 230

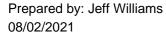
	ptions (cont'd	•	
Selected	Code Includes mobile and	Description Stationary PTO modes.	MSRP
	86A	Programmable Engine Idle Shutdown - 5 Minute	\$250.00
	86B	Programmable Engine Idle Shutdown - 10 Minute	\$250.00
	86C	Programmable Engine Idle Shutdown - 15 Minute	\$250.00
	86D	Programmable Engine Idle Shutdown - 20 Minute	\$250.00
	98R	Operator Commanded Regeneration	\$250.00
	86M	Dual 78 AH Battery	\$210.00
	18A	Upfitter Interface Module	\$295.00
	67A	332 Amp Alternators	N/C
	67B	397 Amp Alternators	\$115.00
	67E	240 Amp Alternator	\$85.00
	65M Removes 40 gall	26.5 Gallon Mid Ship Fuel Tank on fuel tank.	\$125.00
	65C Combines 40 gallon	Dual Diesel Fuel Tanks aft-of-axle and 26.5 gallon mid ship tank.	\$625.00





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Available Opti	ons (cont'd)	Description	MSRP
	63A Includes LED side-mirror sp	Utility Lighting System	\$160.00
	52B Includes smart trailer tow co	Trailer Brake Controller connector. Verified to be compatible with electronic actuated drum brakes only	\$270.00
	18B	Platform Running Boards	\$445.00
	60C	Audible Lane Departure Warning	\$115.00
	94P Includes Automatic Emerge	Pre-Collision Assist ency Braking (AEB), automatic high beam and forward collision warning.	\$115.00
	59H	Center High-Mounted Stop Lamp (CHMSL)	N/C
		Rear View Camera & Prep Kit es cab wiring and frame wiring to the rear most cross member. Upfitters kit in ket, 20' jumper wire and camera mounting/aiming instructions.	\$415.00 ncludes
	153 Standard in states requ	Front License Plate Bracket uiring 2 license plates and optional to all others.	N/C
	43B	Fixed Rear-Window w/Defrost	\$60.00
	435	Power-Sliding Rear-Window w/Defrost	\$405.00
	924	Privacy Glass	\$30.00
	41A Includes: - 397 Amp Alternators	Rapid-Heat Supplemental Cab Heater	\$250.00





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Available Option Selected	ons (cont'd) Code	Description	MSRP
	43C	110V/400W Outlet	\$175.00
	76S	Remote Start System	\$250.00
	Hawaii. Subscriptions to all S after your trial, the subscriptic to your chosen payment meth 866-635-2349. See SiriusXM	SiriusXM Radio er speaker and a 3-month prepaid subscription. Service is not available in irriusXM services are sold by SiriusXM after trial period. If you decide to complan you choose will automatically renew thereafter and you will be chood at then-current rates. Fees and taxes apply. To cancel you must call customer agreement for complete terms at www.siriusxm.com. All fees age. Sirius, XM and all related marks and logos are trademarks of Sirius X	continue service arged according SiriusXM at 1- and
	87H	Black Molded Hood Deflector (Pre- Installed)	\$130.00
	76C	Exterior Backup Alarm (Pre-Installed)	\$140.00
	91S Pre-installed.	Amber 360-Degree Dual Beacon LED Warning Strobes	\$675.00
	91G Pre-installed.	Amber-Wht 360-Deg Dual Beacon LED Warning Strobes	\$725.00
	61S	Front Splash Guards/Mud Flaps (Pre- Installed)	\$75.00
	61L	Front Wheel Well Liners (Pre-Installed)	\$180.00
	79V	COV Required	N/A
	C09	Priced DORA	N/C

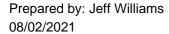
Fleet Options



2022 F-350 Chassis 4x2 SD Crew Cab 179" WB DRW XL (W3G)

Price Level: 230	0	
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Available Options (cont'd) Selected Code **Description MSRP** \$1,205.00 47A Ambulance Prep Package (LPO) Requires valid FIN code. Includes 5,250 to 5,990 lbs front springs/front GAWR rating, see supplemental order guide for complete details. Incomplete vehicle package - requires further manufacture and certification by a final stage manufacturer. Ford vehicles are suitable for producing ambulances only if equipped with the Ford ambulance prep package. In addition, Ford urges ambulance manufacturers to follow the recommendations of the Ford incomplete vehicle manual and the Ford truck body builders layout book (and pertinent supplements). Using a Ford vehicle without the Ford ambulance prep package to produce an ambulance voids the Ford warranty. Note: Stationary Elevated Idle Control (SEIC) has been integrated into the engine control module. Includes: 397 Amp Alternators Operator Commanded Regeneration - Limited Slip w/4.10 Axle Ratio (Wide Track) (Fleet) \$1,205.00 47A_ Ambulance Prep Package (LPO) w/99N Requires valid FIN code. Includes 5,250 to 5,990 lbs front springs/front GAWR rating, see supplemental order guide for complete details. Incomplete vehicle package - requires further manufacture and certification by a final stage manufacturer. Ford relating to the service percentage. Figure 1. In a maintain and certain a little structure and certain a structure and certain Ford truck body builders layout book (and pertinent supplements). Using a Ford vehicle without the Ford ambulance prep package to produce an ambulance voids the Ford warranty. Note: Stationary Elevated Idle Control (SEIC) has been integrated into the engine control module. Includes: - 397 Amp Alternators \$1,205.00 47L Ambulance Prep Pkg w/Special Emissions (LPO) Requires valid FIN code. Includes EPA special emergency vehicle emissions and 5,250 to 5,990 lbs max front springs/front GAWR, see supplemental order guide for complete details. Incomplete vehicle package - requires further manufacture and supplemental order guide for complete details. Incomplete vehicle package - requires further manufacture and certification by a final stage manufacturer. Ford vehicles are suitable for producing ambulances with special emissions only if equipped with the Ford ambulance prep package with EPA special emergency vehicle emissions. In addition, Ford urges ambulance manufacturers to follow the recommendations of the Ford incomplete vehicle manual and the Ford truck body builders layout book (and pertinent supplements). Using a Ford vehicle without the Ford ambulance package with EPA special emergency vehicle emissions to produce an ambulance with special emissions voids the Ford warranty. Note 1: Stationary Elevated Idle Control (SEIC) has been integrated into the engine control module. Note 2: Engine calibration significantly reduces the possibility of depower mode when in stationary PTO operation. Note 3: Operator commanded regen allowed down to 30% of DPF filter full, instead of 100%. Note 4: Must meet the definition of an emergency vehicle, an ambulance or fire truck per 40 CFR 86.1803.01 in the federal register. Note 5: California code of regulations allows for the sale of federally certified emergency vehicles in California. Note 5: California code of regulations allows for the sale of federally certified emergency vehicles in California. Includes: - 397 Amp Alternators Operator Commanded Regeneration - Limited Slip w/4.10 Axle Ratio (Wide Track) (Fleet) \$1,205.00 47J Fire/Rescue Prep Pkg w/EPA Special Emissions (LPO) Requires valid FIN code.

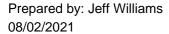




Price Level: 230

Available Options (cont'd)

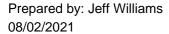
Selected	Code	Description	MSRP
	complete details. Incomplete ver manufacturer. Ford urges Fire/I Vehicle Manual and the Ford Ti Elevated Idle Control (SEIC) ha significantly reduces the possib commanded regen allowed dow emergency vehicle, an Ambulai	GGAWR rating, please see supplemental order guide, or visit fordbbas.comethicle package - requires further manufacture and certification by a final standard vehicle manufacturers to follow the recommendations of the Ford ruck Body Builders Layout Book (and pertinent supplements). Note 1: States been integrated into the engine control module. Note 2: Engine calibratifity of depower mode when in stationary PTO operation. Note 3: Operation to 30% of DPF filter full, instead of 100%. Note 4: Must meet the definiting or Fire Truck per 40 CFR 86.1803.01 in the federal register. Note 5: Country the sale of federally certified emergency vehicles in California.	age Incomplete tionary on r ion of an
	525 Requires valid FIN code.	Steering Wheel-Mounted Cruise Control (LPO)	\$235.00
	rtoquilos raila i int ocuci.		
	942 Requires valid FIN code.	Daytime Running Lamps (DRL) (LPO)	\$45.00
	·	me Running Lamps (DRL) replace the standard Daytime Running Lamps ((DRL) on/off
	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.		
	63G Requires valid FIN code.	Bright Grille (LPO)	N/C
			# 000 00
	17F Requires valid FIN code.	XL Decor Group (LPO)	\$220.00
	Includes: - Chrome Front Bumper		
	D9E	Built: Kentucky Truck Plant	N/C





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Available (Options (cont'd)	Description	MSRP
	D9D	Built: Ohio Plant	N/C
	311	Ship Thru: Dejana	\$0.00
	31U	Ship-Thru: General Truck Body	N/C
	319	Ship-Thru: KC Truck Systems Inc.	\$0.00
	31Y	Ship Thru: Zoresco Equipment	\$0.00
	31A	Ship-Thru: Altec	N/C
	31S	Ship-Thru: Reading Equipment	N/C
	31B	Ship-Thru: Reading Equipment	\$0.00
	31C	Ship-Thru: Zoresco Equipment	\$0.00
	31E	Ship-Thru: L&Z Co.	\$0.00
	31F	Ship-Thru: Venchurs Vehicle System	\$0.00
	31G	Ship-Thru: NBC Truck Equipment	\$0.00
	313	Ship-Thru: National Fleet Services	\$0.00
	31L	Ship-Thru: Louisville Truck Equipment	N/C
	31M	Ship-Thru: Manning Truck Equipment	N/C





Price Level: 230

Available Op	otions (cont'd)	Description	MSRP
	31N	Ship-Thru: Monroe Truck Equipment	N/C
	31P	Ship-Thru: Roush Industries	\$0.00
	315	Ship-Thru: Alt Fuel Innovations, LLC (AFI)	\$0.00
	31W	Ship-Thru: Knapheide - IN	N/C
	31V	Ship-Thru: Knapheide Truck Equipment	\$0.00
	316	Ship-Thru: Westport Dallas Inc	\$0.00
	314	Ship-Thru: Reading Equipment & Distribution	\$0.00
	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
	X4W	Limited Slip w/4.10 Axle Ratio (Wide Track) (Fleet)	N/C
	96V_	XL Value Package (Fleet)	\$395.00
	Includes: - XL Decor Group (LPO) - Chrome Front Bumper - Steering Wheel-Mounted	Cruise Control (LPO)	
	595	Fog Lamps (Fleet)	\$130.00



2022 F-350 Chassis 4x2 SD Crew Cab 179" WB DRW XL (W3G)

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Available Options (cont'd) Selected Code Description			MSRP
Emissions		•	
Emissions	405	50 State Emissions System	STD
	425	50-State Emissions System	
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