NCSA Contract discount of 6% on all option pricing



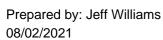
Prepared by: Jeff Williams 08/02/2021

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

2022 F-350 Chassis 4x2 SD Regular Cab 145" WB DRW XL (F3G)

Price Level: 230

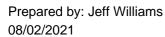
Available Op	otions		
Selected	Code	Description	MSRP
Packages			
\checkmark	640A	Order Code 640A	N/C
	- Transmission: Tor 10R140 with neutr - 3.73 Axle Ratio - GVWR: 14,000 lb - Tires: LT245/75Rx Spare may not be - Wheels: 17" Arger Hub covers/center - HD Vinyl 40/20/40 Includes center an - Radio: AM/FM Ste Includes 4 speake - SYNC Communic	the same as road tire. In the painted Steel ornaments not included. Split Bench Seat In the painted Steel ornaments not included. Split Bench Seat In the painted Steel ornaments, cupholder, storage and driver's side manual lumbar. In the painted steel ornament steel ornaments or seations & Entertainment System and 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	or	
	99T	Engine: 6.7L 4V OHV Power Stroke V8 Turbo Diesel B20	\$10,250.00
	Includes Diesel Exh Includes: - Dual 78-AH 750 C - 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 neutra	l 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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		Options (cont'd)	Available C
MSRP	Description	Code	Selected
xle Ratio \$360.00	Limited Slip w/4.10 Axle	X4N	
xle Ratio \$350.00	Limited Slip w/4.30 Axle	X4L	
yload Package STD	GVWR: 14,000 lb Paylo	STDGV	\checkmark
ous Engine Prep \$315.00	CNG/Propane Gaseous Package	98F	
fuel manifold. This package does not include with the standard factory gasoline fuel system. Additional irred, from an external upfitter, to convert the vehicle to a uide: www.ford.com/altfuelbuyersguide Ford Motor ions certificate with this option when converted to use converted to use CNG or Propane will comply with all nsibility of the final stage manufacturer (body-builder, mine that any vehicle converted to use CNG or Propane and evaporative emission requirements, Federal fuel beling and any other requirements.	ne intake valves, valve seats and bi-fuel is, lines, etc. Vehicle will be equipped with Certified calibration reflash is required hicle. See Alternative Fuel Buyers Guide ide an exhaust or evaporative emissions ord does not represent that a vehicle cordian safety standards. It is the responsibacuent stage manufacturer) to determine	CNG/Propane fuel tank equipment combined w CNG/Propane fueled v Company does not pro CNG or Propane fuel. I applicable U.S. or Can installer, alterer or sub- complies with U.S. Fed	
		3	Wheels & Tires
E BSW PLUS A/S STD	Tires: LT245/75Rx17E E	TD8 Spare may not be the s	\checkmark
E BSW A/T \$165.00	Tires: LT245/75Rx17E E	TBM Spare may not be the s	
Painted Steel STD	Wheels: 17" Argent Pair	64K Hub covers/center orna	\checkmark
	Wheels: 17" Forged Poli	64J Includes bright hub cov	
Jack \$350.00	Spare Tire, Wheel & Jac sland.	512 Required in Rhode Excludes carrier.	





Price Level: 230

Available Opt	tions (cont'o	d)	
Selected	Code	Description	MSRP
	51D	Spare Tire & Wheel Delete (Regional) - Option Discount	\$0.00 -\$85.00
	Only available to	o pool accounts for sales to Rhode Island.	
	945	Stainless Steel Wheel Covers (Pre- Installed)	\$380.00
	Front and rear.		
Seats & Seat Trim			
\checkmark	A Includes center an	HD Vinyl 40/20/40 Split Bench Seat mrest, cupholder, storage and driver's side manual lumbar.	STD
	1 Includes center an	Cloth 40/20/40 Split Bench Seat mrest, cupholder, storage and driver's side manual lumbar.	\$100.00
	L Includes driver's si	Vinyl 40/Mini-Console/40 Front Seat de manual lumbar.	\$355.00
	4 Includes driver's si	Cloth 40/Mini-Console/40 Front Seat de manual lumbar.	\$515.00
Other Options			
\checkmark	PAINT	Monotone Paint Application	STD
	145WB	145" Wheelbase	STD
	STDRD Includes 4 speaker Includes: - SYNC Communic	eations & Entertainment System	STD
	Includes enhance and steering whee	ed voice recognition, 911 Assist, 4.2" LCD center stack screen, AppLink, 1 sr.	nart-charging USB port
	61J	4-Ton Hydraulic Jack	\$55.00

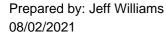


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2022 F-350 Chassis 4x2 SD Regular Cab 145" WB DRW XL (F3G)

Price	Level:	230
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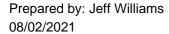
Available C	ptions (cont'd)	
Selected	Code	Description	MSRP
	Required in Rhoo	de Island.	
	Ford RV trailer towir	Trailer Tow Package t trailer brake wiring kit. Trailer brake controller not included. Note: Salespe ng guide should be consulted for specific trailer towing or camper limits and axle ratios and model availability.	\$45.00 ersons source book or corresponding
	96V Includes: - XL Decor Group - Chrome Front Bu - Steering Wheel-Mo	XL Value Package mper punted Cruise Control	\$395.00
	Includes: - Accessory Delay - Advanced Security Includes Securito - Folding Trailer Tov Includes manual te - MyKey Includes owner col - Power Front Side	ck Passive Anti-Theft System (PATS) and inclination/intrusion sensors. V Mirrors w/Power Heated Glass elescoping, heated convex spotter mirror and integrated clearance lamps/tu entrols feature. Windows O/down driver/passenger window.	\$915.00
	specific vehicle cont such as heavy-duty	Heavy-Service Front Suspension Package Id heavy-service front springs (see Order Guide Supplemental Reference for igurations). Recommended only on vehicles which will permanently utilize a winches, brush guards or other apparatus which loads the front axle to the VR). Note 1: May result in a deterioration of ride quality. Note 2: Vehicle ride this package.	aftermarket equipmen specified Gross Axle
	67X Extra Heavy-Service Suspension Package Includes pre-selected extra heavy-service front springs (see Order Guide Supplemental Reference for springs/FGAWR of specific vehicle configurations). 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: May result in a deterioration of ride quality. Note 2: Vehicle rid height will increase with the addition of this package.		
	41H	Engine Block Heater	\$100.00
	62R	Transmission Power Take-Off Provision	Variable





Price Level: 230

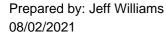
Available C	ptions (cont'd)	
Selected	Code	Description	MSRP
	Includes mobile and	stationary PTO modes.	
	86A	Programmable Engine Idle Shutdown - 5 Minute	\$250.00
	86B	Programmable Engine Idle Shutdown - 10 Minute	\$250.00
	86C	Programmable Engine Idle Shutdown - 15 Minute	\$250.00
	86D	Programmable 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 gallo	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





Price Level: 230

Available Optio	•	Decemention	Menn
Selected	63A Includes LED side-mirror spo	Description Utility Lighting System otlights.	MSRP \$160.00
	52B Includes smart trailer tow cor	Trailer Brake Controller nnector. Verified to be compatible with electronic actuated drum brakes only.	\$270.00
	18B	Platform Running Boards	\$320.00
	60C	Audible Lane Departure Warning	\$115.00
	94P Includes Automatic Emergen	Pre-Collision Assist acy 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 s cab wiring and frame wiring to the rear most cross member. Upfitters kit incept, 20' jumper wire and camera mounting/aiming instructions.	\$415.00 cludes
	153 Standard in states requi	Front License Plate Bracket iring 2 license plates and optional to all others.	N/C
	43B	Fixed Rear-Window w/Defrost	\$60.00
	924	Privacy Glass	\$30.00
	41A Includes: - 397 Amp Alternators	Rapid-Heat Supplemental Cab Heater	\$250.00
	43C	110V/400W Outlet	\$175.00





Price Level: 230

Available Op	tions (cont'd)	Description	MSRP
	76S	Remote Start System	\$250.00
	after your trial, the subscription to your chosen payment metho 866-635-2349. See SiriusXM c	SiriusXM Radio speaker and a 3-month prepaid subscription. Service is not availusXM services are sold by SiriusXM after trial period. If you decipally plan you choose will automatically renew thereafter and you will at then-current rates. Fees and taxes apply. To cancel you mustomer agreement for complete terms at www.siriusxm.com. A.e. Sirius, XM and all related marks and logos are trademarks of a	ll be charged according ust call SiriusXM at 1- ll fees 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	47A Requires valid FIN code.	Ambulance Prep Package (LPO)	\$1,205.00



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2022 F-350 Chassis 4x2 SD Regular Cab 145" WB DRW XL (F3G)

Price Level: 230

Available Options (cont'd)

Selected Code **Description MSRP** 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 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

47L Ambulance Prep Pkg w/Special Emissions (LPO)

\$1,205.00

\$1,205.00

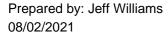
Requires valid FIN code.

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 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. Includes:

- 397 Amp Alternators
- Operator Commanded Regeneration
- Limited Slip w/4.10 Axle Ratio (Wide Track) (Fleet)

47J Fire/Rescue Prep Pkg w/EPA Special Emissions (LPO)

Requires valid FIN code.

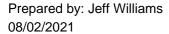




Price Level: 230

Available Options (cont'd)

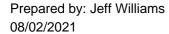
Selected	Code	Description	MSRP
	complete details. Incomplete manufacturer. Ford urges Fir Vehicle Manual and the Ford Elevated Idle Control (SEIC) significantly reduces the post commanded regen allowed to emergency vehicle, an Ambu	ngs/GAWR rating, please see supplemental order guide, or visit for vehicle package - requires further manufacture and certification be re/Rescue vehicle manufacturers to follow the recommendations of Truck Body Builders Layout Book (and pertinent supplements). Note a been integrated into the engine control module. Note 2: Engin sibility of depower mode when in stationary PTO operation. Note a lown to 30% of DPF filter full, instead of 100%. Note 4: Must meet alance or Fire Truck per 40 CFR 86.1803.01 in the federal register for the sale of federally certified emergency vehicles in California.	ny a final stage if the Ford Incomplete lote 1: Stationary ne calibration 3: Operator the definition of an
	525	Steering Wheel-Mounted Cruise Control (LPO)	\$235.00
	Requires valid FIN code	.	
	942 Requires valid FIN code	Daytime Running Lamps (DRL) (LPO)	\$45.00
	•	ytime Running Lamps (DRL) replace the standard Daytime Runni.	ng Lamps (DRL) on/off
	926 Requires valid FIN code	Speed Limitation - 65-MPH Governed Top Speed (LPO)	\$80.00
	927	Speed Limitation - 75-MPH Governed Top Speed (LPO)	\$80.00
	Requires valid FIN code	e.	
	63G	Bright Grille (LPO)	N/C
	Requires valid FIN code	, ,	
	17F	XL Decor Group (LPO)	\$220.00
	Requires valid FIN code).	
	Includes: - Chrome Front Bumper		
	D9E	Built: Kentucky Truck Plant	N/C





Price Level: 230

	Options (cont'd)	Description	MODD
Selected	Code	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 Selected	Options (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



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2022 F-350 Chassis 4x2 SD Regular Cab 145" WB DRW XL (F3G)

Price Level: 230

Available Op	otions (cont'd)	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