NCSA Contract discount of 6% on all option pricing



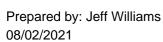
Prepared by: Jeff Williams 08/02/2021

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

2022 F-350 Chassis 4x2 SD Super Cab 168" WB DRW XL (X3G)

Price Level: 230

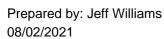
Available O	ptions		
Selected	Code	Description	MSRP
Packages			
\checkmark	640A	Order Code 640A	N/C
	- Transmission: Tore 10R140 with neutrice 3.73 Axle Ratio GWR: 14,000 lb in Tires: LT245/75Rx Spare may not be wheels: 17" Argent Hub covers/center HD Vinyl 40/20/40 Includes center arre Radio: AM/FM Stern Includes 6 speaker SYNC Communice 10R140 with the Includes 6 speaker SYNC Communice 10R140 with the Includes 6 speaker 10R140 with the Includes 10R140 with the Inclu	the same as road tire. the same as road tire. the Painted Steel ornaments not included. Split Bench Seat mrest, cupholder, storage and driver's side manual lumbar. reo w/MP3 Player rs. pations & 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 neutral	l idle and selectable drive modes: normal, tow/haul, eco, deep sand/snot	w and slippery.
\checkmark	X37	3.73 Axle Ratio	STD





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Available Op	tions (cont'd)		
Selected	Code	Description	MSRP
	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
	98F	CNG/Propane Gaseous Engine Prep Package	\$315.00
	CNG/Propane fuel tank equipment combined wi CNG/Propane fueled ve Company does not prov CNG or Propane fuel. F applicable U.S. or Cana installer, alterer or subs complies with U.S. Fede	ne intake valves, valve seats and bi-fuel manifold. This package does not so, lines, etc. Vehicle will be equipped with the standard factory gasoline th 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 ford does not represent that a vehicle converted to use CNG or Propane dian safety standards. It is the responsibility of the final stage manufacturer and the tangent of the stage manufacturer. It is the tangent that any vehicle converted to equent stage manufacturer, and converted to the stage manufacturer. Sequent stage manufacturer, and converted to the stage manufacturer and the stage manufacturer.	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 ame as road tire.	\$165.00
	64K Hub covers/center orna	Wheels: 17" Argent Painted Steel ments not included.	STD
	64J Includes bright hub cove	Wheels: 17" Forged Polished Aluminum ers/center ornaments (4 aluminum outer and 2 steel inner).	\$600.00
	512 Required in Rhode Excludes carrier. Includes: - 4-Ton Hydraulic Jack	Spare Tire, Wheel & Jack Island.	\$350.00





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Available Op	tions (cont'o	d)	
Selected	Code	Description	MSRP
	51D	Spare Tire & Wheel Delete (Regional) - Option Discount	\$0.00 -\$85.00
	Only available t	o pool accounts for sales to Rhode Island.	
	945	Stainless Steel Wheel Covers (Pre- Installed)	\$380.00
	Front and rear.		
Seats & Seat Trim	1		
\checkmark	A Includes center arr	HD Vinyl 40/20/40 Split Bench Seat mrest, cupholder, storage and driver's side manual lumbar.	STD
	1 Includes center arr	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
\checkmark	168WB	168" Wheelbase	STD
\checkmark	STDRD Includes 6 speaker Includes: - SYNC Communic	cations & Entertainment System	STD
	and steering whee	ed voice recognition, 911 Ássist, 4.2" LCD center stack screen, AppLink, 1 sr I audio controls.	nart-charying USD port
	61J	4-Ton Hydraulic Jack	\$55.00

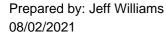


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2022 F-350 Chassis 4x2 SD Super Cab 168" WB DRW XL (X3G)

Price Level: 230

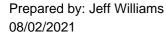
Available C Selected	ptions (cont'd) Description	MSRP
Selected	Required in Rhod	<u> </u>	WORF
	Ford RV trailer towin	Trailer Tow Package trailer brake wiring kit. Trailer brake controller not included. Note: Salespe g guide should be consulted for specific trailer towing or camper limits and axle ratios and model availability.	\$45.00 ersons source book or d corresponding
	96V	XL Value Package	\$395.00
	Includes: - XL Decor Group - Chrome Front Bur - Steering Wheel-Mo	mper unted Cruise Control	
	90L Deletes passenger s	Power Equipment Group ide lock cylinder. Includes upgraded door-trim panel.	\$915.00
	- Folding Trailer Tow Includes manual tel - MyKey Includes owner con - Power Front & Rea	k Passive Anti-Theft System (PATS) and inclination/intrusion sensors. Mirrors w/Power Heated Glass lescoping, heated convex spotter mirror and integrated clearance lamps/tu trols feature. r Side Windows looks/down driver/passenger window.	ırn signals.
	67H	Heavy-Service Front Suspension Package	\$125.00
	specific vehicle confi such as heavy-duty v	d heavy-service front springs (see Order Guide Supplemental Reference f gurations). Recommended only on vehicles which will permanently utilize winches, brush guards or other apparatus which loads the front axle to the /R). Note 1: May result in a deterioration of ride quality. Note 2: Vehicle rid	aftermarket equipment specified Gross Axle
	67X	Extra Heavy-Service Suspension Package	\$125.00
	springs/FGAWR of s aftermarket equipme specified Gross Axle	d extra heavy-service front springs (see Order Guide Supplemental Refere pecific vehicle configurations). Recommended only on vehicles which will nt such as heavy-duty winches, brush guards or other apparatus which low Weight Rating (GAWR). Note 1: May result in a deterioration of ride quality with 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

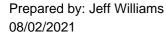
Available Options (cont'd)				
Selected	Code	Description	MSRP	
	Includes mobile and	stationary PTO modes.		
	86A	Programmable Engine Idle Shutdown - 5 Minute	\$250.00	
	86B	Programmable Engine Idle Shutdown - 10 Minute	\$250.00	
	86C	Programmable Engine Idle Shutdown - 15 Minute	\$250.00	
	86D	Programmable 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 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 O _l	otions (cont'd		
Selected	Code	Description	MSRP
	63A Includes LED side-n	Utility Lighting System nirror spotlights.	\$160.00
	52B Includes smart traile	Trailer Brake Controller er tow connector. Verified to be compatible with electronic actuated drum b	\$270.00 prakes only.
	18B	Platform Running Boards	\$445.00
	60C	Audible Lane Departure Warning	\$115.00
	94P Includes Automatic	Pre-Collision Assist Emergency Braking (AEB), automatic high beam and forward collision wan	\$115.00 rning.
	59H	Center High-Mounted Stop Lamp (CHMSL)	N/C
		Rear View Camera & Prep Kit t includes cab wiring and frame wiring to the rear most cross member. Uping bracket, 20' jumper wire and camera mounting/aiming instructions.	\$415.00 fitters kit includes
	153 Standard in state	Front License Plate Bracket es requiring 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	Rapid-Heat Supplemental Cab Heater	\$250.00
	Includes: - 397 Amp Alternato	ors	





Price Level: 230

Available C	Options (cont'c	,	MCDD
Selected	Code 43C	Description 110V/400W Outlet	MSRP \$175.00
	430	110V/400VV Outlet	
	76S	Remote Start System	\$250.00
	39 S	SiriusXM Radio	\$185.00
	Hawaii. Subscription after your trial, the s to your chosen pays 866-635-2349. See	nted center speaker and a 3-month prepaid subscription. Service is not awns to all SiriusXM services are sold by SiriusXM after trial period. If you desubscription plan you choose will automatically renew thereafter and you with method at then-current rates. Fees and taxes apply. To cancel you will suit with a siriusXM customer agreement for complete terms at www.siriusxm.com. ct to change. Sirius, XM and all related marks and logos are trademarks of	ecide to continue service will be charged according must call SiriusXM at 1- All fees and
	87H	Black Molded Hood Deflector (Pre- Installed)	\$130.00
	76C	Exterior Backup Alarm (Pre-Installed)	\$140.00
	918	Amber 360-Degree Dual Beacon LED	\$675.00
	Pre-installed.	Warning Strobes	
	91G	Amber-Wht 360-Deg Dual Beacon LED	\$725.00
	Pre-installed.	Warning Strobes	
	61S	Front Splash Guards/Mud Flaps (Pre- Installed)	\$75.00
	61L	Front Wheel Well Liners (Pre-Installed)	\$180.00
	7 9V	COV Required	N/A
	C09	Priced DORA	N/C

Fleet Options



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2022 F-350 Chassis 4x2 SD Super Cab 168" WB DRW XL (X3G)

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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

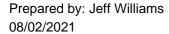
- Limited Slip w/4.10 Axle Ratio (Wide Track) (Fleet)

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

Requires valid FIN code.

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.

\$1,205.00

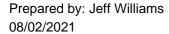




Price Level: 230

Available Options (cont'd)

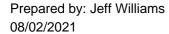
Selected	Code	Description	MSRP
	complete details. Incomplete ver manufacturer. Ford urges Fire/ Vehicle Manual and the Ford T Elevated Idle Control (SEIC) has significantly reduces the possible commanded regen allowed down emergency vehicle, an Ambula	s/GAWR rating, please see supplemental order guide, or visit fordbbas.cehicle package - requires further manufacture and certification by a final Rescue vehicle manufacturers to follow the recommendations of the Forruck Body Builders Layout Book (and pertinent supplements). Note 1: Sas been integrated into the engine control module. Note 2: Engine calibration of depower mode when in stationary PTO operation. Note 3: Operawn to 30% of DPF filter full, instead of 100%. Note 4: Must meet the definace or Fire Truck per 40 CFR 86.1803.01 in the federal register. Note 5. the sale of federally certified emergency vehicles in California.	stage rd Incomplete Stationary ation tor Inition of an
	525 Requires valid FIN code.	Steering Wheel-Mounted Cruise Control (LPO)	\$235.00
	Requires valid i il Code.		
	942	Daytime Running Lamps (DRL) (LPO)	\$45.00
	Requires valid FIN code. The non-controllable 942 Dayti cluster controllable.	me Running Lamps (DRL) replace the standard Daytime Running Lamp	os (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
	17F Requires valid FIN code.	XL Decor Group (LPO)	\$220.00
	Includes: - Chrome Front Bumper		
	D9E	Built: Kentucky Truck Plant	N/C





Price Level: 230

Available Opt	ions (cont'd) 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 (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 Super Cab 168" WB DRW XL (X3G)

Price Level: 230

Available O	ptions (cont'd)		
Selected	Code	Description	MSRP
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