NCSA Contract discount of 6% on all option pricing



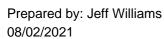
Prepared by: Jeff Williams 08/02/2021

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

2022 F-350 Chassis 4x4 SD Regular Cab 145" WB DRW XL (F3H)

Price Level: 230

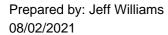
Available O	ptions		
Selected	Code	Description	MSRF
Packages			
\checkmark	640A	Order Code 640A	N/C
	- Transmission: Toro 10R140 with neutra - 3.73 Axle Ratio - GVWR: 14,000 lb l - Tires: LT245/75Rx Spare may not be i - Wheels: 17" Argen Hub covers/center - HD Vinyl 40/20/40 Includes center arr - Radio: AM/FM Ste Includes 4 speaker - SYNC Communic	17E BSW PLUS A/S the same as road tire. tt Painted Steel ornaments not included. Split Bench Seat mrest, cupholder, storage and driver's side manual lumbar. reo w/MP3 Player rs. sations & 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	r	
	99T	Engine: 6.7L 4V OHV Power Stroke V8 Turbo Diesel B20	\$10,250.00
	Includes Diesel Exh Includes: - Dual 78-AH 750 Co - 240 Amp Alternato	aust Fluid (DEF) tank, intelligent oil-life monitor and manual push-button CA Batteries	n 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/snor	w and slippery.
\checkmark	X37	3.73 Axle Ratio	STD





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Available Opt	,		11000
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 w CNG/Propane fueled ve Company does not proving the composition of the composition of the complicable U.S. or Canabinstaller, alterer or subscomplies with U.S. Fedi	ine intake valves, valve seats and bi-fuel manifold. This package does not so, lines, etc. Vehicle will be equipped with the standard factory gasoline ith Certified calibration reflash is required, from an external upfitter, to conclude. See Alternative Fuel Buyers Guide: www.ford.com/altfuelbuyersgovide an exhaust or evaporative emissions certificate with this option whe ford does not represent that a vehicle converted to use CNG or Propane adian safety standards. It is the responsibility of the final stage manufact requent stage manufacturer) to determine that any vehicle converted to reral, California or Canadian exhaust and evaporative emission requirements S. and Canadian safety standards, labeling and any other requirements	fuel system. Additional privert the vehicle to a uide Ford Motor on converted to use the will comply with all ourer (body-builder, use CNG or Propane pents, Federal fuel
Wheels & Tires			
\checkmark	TD8 Spare may not be the s	Tires: LT245/75Rx17E BSW PLUS A/S name as road tire.	STD
	TBM Spare may not be the s	Tires: LT245/75Rx17E BSW A/T ame as road tire.	\$165.00
\checkmark	64K Hub covers/center orna	Wheels: 17" Argent Painted Steel	STD
	64J Includes bright hub cov	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 Opt	tions (cont'd)	Description	MSRP
	51D	Spare Tire & Wheel Delete (Regional) - Option Discount	\$0.00 -\$85.00
	Only available to p	ool 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 armres	HD Vinyl 40/20/40 Split Bench Seat st, cupholder, storage and driver's side manual lumbar.	STD
	1 Includes center armres	Cloth 40/20/40 Split Bench Seat st, cupholder, storage and driver's side manual lumbar.	\$100.00
	L Includes driver's side r	Vinyl 40/Mini-Console/40 Front Seat	\$355.00
	4 Includes driver's side r	Cloth 40/Mini-Console/40 Front Seat	\$515.00
Other Options			
\checkmark	PAINT	Monotone Paint Application	STD
\checkmark	145WB	145" Wheelbase	STD
	STDRD Includes 4 speakers. Includes: - SYNC Communicatic Includes enhanced vi	Radio: AM/FM Stereo w/MP3 Player ons & Entertainment System oice recognition, 911 Assist, 4.2" LCD center stack screen, AppLink, 1 s dio controls.	STD
	61J	4-Ton Hydraulic Jack	\$55.00

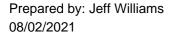


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2022 F-350 Chassis 4x4 SD Regular Cab 145" WB DRW XL (F3H)

Price	Level:	230
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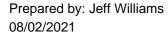
Available Options (cont'd) Selected Code **Description MSRP** Required in Rhode Island. \$45.00 531 Trailer Tow Package Includes aftermarket trailer brake wiring kit. Trailer brake controller not included. Note: Salespersons source book or Ford RV trailer towing guide should be consulted for specific trailer towing or camper limits and corresponding required equipment, axle ratios and model availability. \$395.00 96V XL Value Package Includes: XL Decor Group - Chrome Front Bumper - Steering Wheel-Mounted Cruise Control \$915.00 90L **Power Equipment Group** Deletes passenger side lock cylinder. Includes upgraded door-trim panel. - Accessory Delay - Advanced Security Pack Includes SecuriLock Passive Anti-Theft System (PATS) and inclination/intrusion sensors. - Folding Trailer Tow Mirrors w/Power Heated Glass Includes manual telescoping, heated convex spotter mirror and integrated clearance lamps/turn signals. - MyKey Includes owner controls feature. Power Front Side Windows Includes 1-touch up/down driver/passenger window. Power Locks - Remote Keyless Entry \$125.00 67H Heavy-Service Front Suspension Package Includes pre-selected 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 ride height will increase with the addition of this package. \$125.00 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 ride height will increase with the addition of this package. \$250.00 473 Snow Plow Prep Package Includes pre-selected springs (see order guide supplemental reference for springs/FGAWR of specific vehicle configurations). Note 1: Restrictions apply; see supplemental reference or body builders layout book for details. Note 2: Also allows for the attachment of a winch. Note 3: Highly recommended to add (86M) dual battery on 6.2L and 7.3L gas engines. Adding (67B) 397 amp alternators for diesel engine or (67E) 240 amp alternators for 6.2L gas engine is highly recommended for max output





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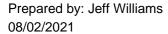
Available C	Options (cont'd Code) Description	MSRP
	41H	Engine Block Heater	\$100.00
	41P	Transfer Case Skid Plates	\$100.00
	62R Includes mobile and	Transmission Power Take-Off Provision stationary PTO modes.	Variable
	86A	Programmable Engine Idle Shutdown - 5 Minute	\$250.00
	86B	Programmable Engine 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





Price Level: 230

\$125.00 \$625.00 \$645.00 ad clearance \$160.00
\$625.00 \$645.00 and clearance
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ed clearance
\$160.00
\$270.00
\$320.00
\$115.00
\$115.00
N/C
\$415.00
cludes
N/C
7.





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Available O	ptions (cont'd)	
Selected	Code	Description	MSRP
	43B	Fixed Rear-Window w/Defrost	\$60.00
	924	Privacy Glass	\$30.00
	41A	Rapid-Heat Supplemental Cab Heater	\$250.00
	Includes: - 397 Amp Alternato	rs	
	43C	110V/400W Outlet	\$175.00
	76S	Remote Start System	\$250.00
	Hawaii. Subscription after your trial, the si to your chosen payn 866-635-2349. See s	SiriusXM Radio ted center speaker and a 3-month prepaid subscription. Service is not avait s to all SiriusXM services are sold by SiriusXM after trial period. If you decubscription plan you choose will automatically renew thereafter and you with the method at then-current rates. Fees and taxes apply. To cancel you mustified the siriusXM customer agreement for complete terms at www.siriusxm.com. At to change. Sirius, XM and all related marks and logos are trademarks of	ide to continue service Il be charged according ust call SiriusXM at 1- Il 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

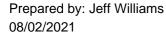


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2022 F-350 Chassis 4x4 SD Regular Cab 145" WB DRW XL (F3H)

Price Leve	el:	230
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Available Op Selected	otions (cont'd Code) Description	MSRP		
	61L	Front Wheel Well Liners (Pre-Installed)	\$180.00		
	79V	COV Required	N/A		
	C09	Priced DORA	N/C		
Fleet Options					
	47A	Ambulance Prep Package (LPO)	\$1,205.00		
	Requires valid FIN code.				
	Incomplete vehicle p vehicles are suitable Ford urges ambulan Ford truck body buil prep package to pro- been integrated into Includes: - 397 Amp Alternato, - Operator Comman	290 lbs front springs/front GAWR rating, see supplemental order guide for ackage - requires further manufacture and certification by a final stage m for producing ambulances only if equipped with the Ford ambulances only if equipped with the Ford ambulance ce manufacturers to follow the recommendations of the Ford incomplete ders layout book (and pertinent supplements). Using a Ford vehicle without duce an ambulance voids the Ford warranty. Note: Stationary Elevated Ic the engine control module. TS ded Regeneration Axle Ratio (Wide Track) (Fleet)	nanufacturer. Ford p package. In addition, vehicle manual and the out the Ford ambulance		
	47A_	Ambulance Prep Package (LPO) w/99N	\$1,205.00		
	Requires valid FI	N code.			
	Incomplete vehicle p vehicles are suitable Ford urges ambulan Ford truck body build prep package to pro	1990 lbs front springs/front GAWR rating, see supplemental order guide for package - requires further manufacture and certification by a final stage means for producing ambulances only if equipped with the Ford ambulance prece manufacturers to follow the recommendations of the Ford incompleted ders layout book (and pertinent supplements). Using a Ford vehicle without duce an ambulance voids the Ford warranty. Note: Stationary Elevated In the engine control module.	nanufacturer. Ford p package. In addition, vehicle manual and the out the Ford ambulance		
	47L	Ambulance Prep Pkg w/Special Emissions (LPO)	\$1,205.00		
	Requires valid FI	N code.			





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Available Options (cont'd)

Selected Code **Description MSRP** 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

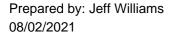
ertification by a final stage manufacturer. Ford vehicles are suitable for producing ambulances with special emissions only if equipped with the Ford ambulance prep package with EPA special emergency vehicle emissions. In addition, Ford urges ambulance manufacturers to follow the recommendations of the Ford incomplete vehicle manual and the Ford truck body builders layout book (and pertinent supplements). Using a Ford vehicle without the Ford and the Ford truck body builders layout book (and pertinent suppliements). 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)	\$1,205.00
Requires valid F	N code.	
complete details. Inc manufacturer. Ford Vehicle Manual and Elevated Idle Contro significantly reduces commanded regen e emergency vehicle,		by a final stage of the Ford Incomplete Note 1: Stationary gine calibration a 3: Operator et the definition of an ear. Note 5: California
525	Steering Wheel-Mounted Cruise Control (LPO)	\$235.00
Requires valid F	N code.	
942	Daytime Running Lamps (DRL) (LPO)	\$45.00
Requires valid F	N code.	
The non-controllable	e 942 Daytime Running Lamps (DRL) replace the standard Daytime Runn	ning Lamps (DRL) on/of

\$80.00 926 Speed Limitation - 65-MPH Governed Top Speed (LPO) Requires valid FIN code. \$80.00 927 Speed Limitation - 75-MPH Governed

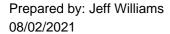
Top Speed (LPO)





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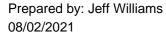
Available C	ptions (cont'd)		
Selected	Code	Description	MSRP
	Requires valid FIN	code.	
	63G	Bright Grille (LPO)	N/C
	Requires valid FIN	code.	
	17F	XL Decor Group (LPO)	\$220.00
	Requires valid FIN	code.	
	Includes: - Chrome Front Bumpe	er	
	D9E	Built: Kentucky Truck Plant	N/C
	D9D	Built: Ohio Plant	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





Price Level: 230

Available C	Options (cont'd) Code	Description	MSRP
	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
	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





Price Level: 230

Available Options (cont'd)			
Selected	Code	Description	MSRP
	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_ Includes: - XL Decor Group (LPO) - Chrome Front Bumper	XL Value Package (Fleet)	\$395.00
- Steering Wheel-Mounted Cruise Control (LPO)			
	595	Fog Lamps (Fleet)	\$130.00
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