#### 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 SRW XL (W3E)

Price Level: 230

Available Op Selected	ptions Code	Description	MSRP
Packages			
$\checkmark$	630A	Order Code 630A	N/C
	- Transmission: Tor 10R140 with neutr - 3.73 Axle Ratio - GVWR: 11,000 lb - Tires: LT275/65R/ Spare may not be - Wheels: 18" Arger Includes painted h - HD Vinyl 40/20/40 Includes center an - Radio: AM/FM Ste Includes 6 speake - SYNC Communi	c18E BSW A/S the same as road tire. Int Painted Steel Ub covers/center ornaments. Split Bench Seat mrest, cupholder, storage and driver's side manual lumbar. Preo w/MP3 Player rs. cations & Entertainment System ed 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: - Electronic-Locking - 240 Amp Alternate		
	99T	Engine: 6.7L 4V OHV Power Stroke V8 Turbo Diesel B20	\$10,250.00
	Includes Diesel Ext Includes: - Dual 78-AH 750 C - GVWR: 11,500 lb - 40 Gallon Fuel T - 240 Amp Alternate	Payload Package ank	engine-exhaust braking.
$\checkmark$	44G	Transmission: TorqShift 10-Speed	STD
	10R140 with neutra	Automatic I 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 Selected	tions (cont'd) <sub>Code</sub>	Description	MSRP
	ХЗЕ	Electronic-Locking w/3.73 Axle Ratio	\$390.00
	X4M	Electronic-Locking w/4.30 Axle Ratio	\$390.00
	STDGV Complete restrictions/	GVWR: 11,000 lb Payload Package requirements not available.	STD
	68D	GVWR: 10,000 lb Payload Downgrade Pkg	N/C
	68D_	GVWR: 9,800 lb Payload Downgrade Package	N/C
	NONGV Includes: - 40 Gallon Fuel Tank	GVWR: 11,500 lb Payload Package	N/C
	98F CNG/Propane Gaseous Engine Prep Package \$315.00   Includes hardened engine intake valves, valve seats and bi-fuel manifold. 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 fueld vehicle. See Alternative Fuel Buyers Guide: www.ford.com/altiuelbuyersguide Ford Motor CONG 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 manufacture (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.		
Wheels & Tires	TCH Spare may not be the sam	Tires: LT275/65Rx18E BSW A/S	STD
	TD8 Spare may not be the sam	Tires: LT245/75Rx17E BSW PLUS A/S are as road tire.	\$170.00



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Available C Selected	Options (cont'c Code	) Description	MSRP
	<b>TBM</b> Spare may not be th	Tires: LT245/75Rx17E BSW A/T	\$165.00
	TCD Spare may not be th	Tires: LT265/70Rx17E OWL A/T	\$455.00
$\checkmark$	64F Includes painted hu	Wheels: 18" Argent Painted Steel b covers/center ornaments.	STD
	64A Includes painted hu	Wheels: 17" Argent Painted Steel b covers/center ornaments.	N/C
	512 Required in Rho Excludes carrier. Includes: - 2-Ton Mechanical		\$350.00
	51D Only available to	Spare Tire & Wheel Delete (Regional) - Option Discount pool accounts for sales to Rhode Island.	\$0.00 -\$85.00
Seats & Seat T	rim		
$\checkmark$	A Includes center arm	HD Vinyl 40/20/40 Split Bench Seat rest, cupholder, storage and driver's side manual lumbar.	STD
	1 Includes center arm	Cloth 40/20/40 Split Bench Seat rest, cupholder, storage and driver's side manual lumbar.	\$315.00
	L Includes driver's sia	Vinyl 40/Mini-Console/40 Front Seat	\$355.00
	<b>4</b> Includes driver's sia	Cloth 40/Mini-Console/40 Front Seat	\$615.00



#### 2022 F-350 Chassis 4x2 SD Crew Cab 179" WB SRW XL (W3E)

Price Level: 230

Available Opti Selected	ions (cont'd) <sup>Code</sup>	Description	MSRP
Other Options			
$\checkmark$	PAINT	Monotone Paint Application	STD
$\checkmark$	179WB	179" Wheelbase	STD
	STDRD Includes 6 speakers. Includes: - SYNC Communications 8 Includes enhanced voice and steering wheel audio c	recognition, 911 Assist, 4.2" LCD center stack screen, AppLink, 1 smart-	STD
	61J Required in Rhode Isla	2-Ton Mechanical Jack and.	\$55.00
	Ford RV trailer towing guid	Trailer Tow Package r brake wiring kit. Trailer brake controller not included. Note: Salespersor le should be consulted for specific trailer towing or camper limits and con atios and model availability.	\$45.00 ns source book or responding
	96V Includes: - XL Decor Group - Bright Chrome Hub Cov - Chrome Front Bumper - Steering Wheel-Mounted		\$395.00
	Includes: - Accessory Delay - Advanced Security Pack Includes SecuriLock Pass - Folding Trailer Tow Mirro Includes manual telescop - MyKey Includes owner controls fe - Power Front & Rear Side	ing, heated convex spotter mirror and integrated clearance lamps/turn si eature.	\$1,125.00 ignals.
	67H	Heavy-Service Front Suspension Package	\$125.00



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Available O	ptions (cont'd <sub>Code</sub>	) Description	MSRP
	specific vehicle conf such as heavy-duty	d heavy-service front springs (see Order Guide Supplemental Reference for gurations). Recommended only on vehicles which will permanently utilize a 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	or springs/FGAWR of 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 loa Weight Rating (GAWR). Note 1: May result in a deterioration of ride qualit with the addition of this package.	permanently utilize ads the front axle to the
	41H	Engine Block Heater	\$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



#### 2022 F-350 Chassis 4x2 SD Crew Cab 179" WB SRW XL (W3E)

Price Level: 230

Available C Selected	ptions (cont'd Code	) Description	MSRP
	67B	397 Amp Alternators	\$115.00
	67E	240 Amp Alternator	\$85.00
	65M Removes 40 galle	26.5 Gallon Mid Ship Fuel Tank on fuel tank.	N/C
	63A Includes LED side-m	Utility Lighting System	\$160.00
	52B Includes smart traile	Trailer Brake Controller r tow connector. Verified to be compatible with electronic actuated drun	\$270.00 n brakes only.
	18B	Platform Running Boards	\$445.00
	60C	Audible Lane Departure Warning	\$115.00
	94P Includes Automatic E	<b>Pre-Collision Assist</b> Emergency Braking (AEB), automatic high beam and forward collision v	\$115.00 varning.
	59H	Center High-Mounted Stop Lamp (CHMSL)	N/C
		Rear View Camera & Prep Kit includes cab wiring and frame wiring to the rear most cross member. I g bracket, 20' jumper wire and camera mounting/aiming instructions.	\$415.00 Jpfitters kit includes
	153 Standard in state	Front License Plate Bracket s requiring 2 license plates and optional to all others.	N/C
	43B	Fixed Rear-Window w/Defrost	\$60.00



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Available Opti Selected	ons (cont'd) <sub>Code</sub>	Description	MSRP
	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 Alternators		
	43C	110V/400W Outlet	\$175.00
	76S	Remote Start System	\$250.00
	Hawaii. Subscriptions to a after your trial, the subscri to your chosen payment n 866-635-2349. See Sirius.	SiriusXM Radio Inter speaker and a 3-month prepaid subscription. Service is not avail Il SiriusXM services are sold by SiriusXM after trial period. If you deci iption plan you choose will automatically renew thereafter and you will nethod at then-current rates. Fees and taxes apply. To cancel you mu XM customer agreement for complete terms at www.siriusxm.com. Al hange. Sirius, XM and all related marks and logos are trademarks of S	de to continue service be charged according st call SiriusXM at 1- l 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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Price Level: 230

Available Options (cont'd)				
Selected	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 pa vehicles are suitable f Ford urges ambulance Ford truck body builde prep package to produ		nanufacturer. Ford pp package. In addition, vehicle manual and the put the Ford ambulance
47L	Ambulance Prep Pkg w/Special	\$1,205.00
	Emissions (LPO)	
Requires valid FIN	code.	
supplemental order gu certification by a final emissions only if equip addition, Ford urges a and the Ford truck boo ambulance package w voids the Ford warran module. Note 2: Engir operation. Note 3: Op meet the definition of		manufacture and res with special ncy vehicle emissions. In complete vehicle manual cle without the Ford with special emissions i into the engine control en in stationary PTO of 100%. Note 4: Must .01 in the federal register.
47J	Fire/Rescue Prep Pkg w/EPA Special Emissions (LPO)	\$1,205.00
Requires valid FIN	<b>χ</b> , ,	



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Price Level: 230

# Available Options (cont'd)

Selected	Code	Description	MSRP
	complete details. Inco manufacturer. Ford u Vehicle Manual and t Elevated Idle Control significantly reduces commanded regen al emergency vehicle, a		by a final stage of the Ford Incomplete Note 1: Stationary ine calibration 3: Operator of the definition of an or. Note 5: California
	525 Requires valid FIN	Steering Wheel-Mounted Cruise Control (LPO) V code.	\$235.00
	942 Requires valid FIN The non-controllable cluster controllable.	Daytime Running Lamps (DRL) (LPO) I code. 942 Daytime Running Lamps (DRL) replace the standard Daytime Runn	\$45.00
	926 Requires valid FIN	Speed Limitation - 65-MPH Governed Top Speed (LPO) I code.	\$80.00
	927 Requires valid FIN	Speed Limitation - 75-MPH Governed Top Speed (LPO) I code.	\$80.00
	18L Requires valid FIN	Tire Pressure Monitoring System Delete (LPO) I code.	N/C
	63G Requires valid FIN	Bright Grille (LPO) I code.	N/C
	17F Requires valid FIN	XL Decor Group (LPO) I code.	\$220.00



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Selected	Options (cont'd Code	Description	MSRP
	Includes: - Bright Chrome Hui - Chrome Front Bun		
	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
	31F	Ship-Thru: Venchurs Vehicle System	\$0.00
	31G	Ship-Thru: NBC Truck Equipment	\$0.00
	313	Ship-Thru: National Fleet Services	\$0.00



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Available C Selected	Options (cont'd) Code	Description	MSRP
	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
	56M	Ford US National Fleet Incentives Ford US National - 05/04/21	\$0.00
	96V_ Includes: - XL Decor Group (LPO) - Bright Chrome Hub Co - Chrome Front Bumper - Steering Wheel-Mounte	XL Value Package (Fleet) overs & Center Ornaments rd Cruise Control (LPO)	\$395.00



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Price Level: 230

Available C	Options (cont'd) Code	Description	MSRP
	595	Fog Lamps (Fleet)	\$130.00
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

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. Note: .