#### 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 |

2022 F-350 Chassis 4x2 SD Super Cab 168" WB SRW XL (X3E)

Price Level: 230

Available C	ptions		
Selected	Code	Description	MSRP
Packages			
$\checkmark$	630A	Order Code 630A	N/C
	- Transmission: Tora 10R140 with neutr - 3.73 Axle Ratio - GVWR: 10,900 lb - Tires: LT275/65Rx Spare may not be - Wheels: 18" Argen Includes painted h - HD Vinyl 40/20/40 Includes center an - Radio: AM/FM Ste Includes 6 speake - SYNC Communic	the same as road tire. the same as road tire. the Painted Steel ub covers/center ornaments. 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: - Electronic-Locking - 240 Amp Alternato		
	99T	Engine: 6.7L 4V OHV Power Stroke V8 Turbo Diesel B20	\$10,250.00
	Includes Diesel Exh Includes: - Dual 78-AH 750 C - GVWR: 11,500 lb - 40 Gallon Fuel Ta - 240 Amp Alternato	Payload Package ank	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/sno	w and slippery.
$\checkmark$	X37	3.73 Axle Ratio	STD

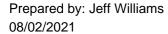


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Available Opt	cions (cont'd)	Description	MSRP
	X3E	Electronic-Locking w/3.73 Axle Ratio	\$390.00
	X4M	Electronic-Locking w/4.30 Axle Ratio	\$390.00
$\checkmark$	STDGV Complete restrictions/	GVWR: 10,900 lb Payload Package requirements not available.	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
	CNG/Propane fuel tanks, li equipment combined with in CNG/Propane fueled vehic Company does not provide CNG or Propane fuel. For applicable U.S. or Canadia installer, alterer or subseque complies with U.S. Federa.	CNG/Propane Gaseous Engine Prep Package intake valves, valve seats and bi-fuel manifold. This package does n ines, etc. Vehicle will be equipped with the standard factory gasoline Certified calibration reflash is required, from an external upfitter, to co le. See Alternative Fuel Buyers Guide: www.ford.com/altfuelbuyersg an exhaust or evaporative emissions certificate with this option whe I does not represent that a vehicle converted to use CNG or Propane in safety standards. It is the responsibility of the final stage manufact uent stage manufacturer) to determine that any vehicle converted to i, California or Canadian exhaust and evaporative emission requirem and Canadian safety standards, labeling and any other requirements	fuel system. Additional convert the vehicle to a nuide Ford Motor en converted to use e will comply with all turer (body-builder, use CNG or Propane lents, Federal fuel
Wheels & Tires			
$\checkmark$	TCH Spare may not be the sam	Tires: LT275/65Rx18E BSW A/S e as road tire.	STD
	TD8 Spare may not be the sam	Tires: LT245/75Rx17E BSW PLUS A/S e as road tire.	\$170.00





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Available Optio	,	Description	MODD
Selected	Code	Description	MSRP
	TBM Spare may not be the same as	Tires: LT245/75Rx17E BSW A/T road tire.	\$165.00
	TCD Spare may not be the same as	Tires: LT265/70Rx17E OWL A/T road tire.	\$455.00
$\checkmark$	64F Includes painted hub covers/ce	Wheels: 18" Argent Painted Steel onter ornaments.	STD
	64A Includes painted hub covers/ce	Wheels: 17" Argent Painted Steel onter ornaments.	N/C
	512 Required in Rhode Island Excludes carrier. Includes: - 2-Ton Mechanical Jack	Spare Tire, Wheel & Jack	\$350.00
	51D Only available to pool acc	Spare Tire & Wheel Delete (Regional) - Option Discount counts for sales to Rhode Island.	\$0.00 -\$85.00
Seats & Seat Trim			
$\checkmark$	A Includes center armrest, cupho	HD Vinyl 40/20/40 Split Bench Seat Ider, storage and driver's side manual lumbar.	STD
	1 Includes center armrest, cupho	Cloth 40/20/40 Split Bench Seat Ider, storage and driver's side manual lumbar.	\$100.00
	L Includes driver's side manual lu	Vinyl 40/Mini-Console/40 Front Seat	\$355.00
	4 Includes driver's side manual lu	Cloth 40/Mini-Console/40 Front Seat imbar.	\$515.00

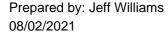


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Price Level: 230

Available Op	tions (cont'd)	Description	MSRP
Other Options			
$\checkmark$	PAINT	Monotone Paint Application	STD
$\checkmark$	168WB	168" Wheelbase	STD
	STDRD  Includes 6 speakers. Includes: - SYNC Communicatio Includes enhanced vo and steering wheel aud	Radio: AM/FM Stereo w/MP3 Player  ns & Entertainment System  pice recognition, 911 Assist, 4.2" LCD center stack screen, AppLink, 1 sm  dio controls.	STD art-charging USB port
	61J Required in Rhode	2-Ton Mechanical Jack Island.	\$55.00
	Ford RV trailer towing	Trailer Tow Package  ailer brake wiring kit. Trailer brake controller not included. Note: Salespers guide should be consulted for specific trailer towing or camper limits and of the ratios and model availability.	\$45.00 sons source book or corresponding
	96V  Includes: - XL Decor Group - Bright Chrome Hub - Chrome Front Bump - Steering Wheel-Mour		\$395.00
	Includes: - Accessory Delay - Acvenced Security Pount of the Includes SecuriLock Includes manual teles - MyKey - Includes owner control - Power Front & Rear Security Includes	Passive Anti-Theft System (PATS) and inclination/intrusion sensors. dirrors w/Power Heated Glass scoping, heated convex spotter mirror and integrated clearance lamps/turn ols feature. Side Windows lown driver/passenger window.	\$915.00
	67H	Heavy-Service Front Suspension Package	\$125.00

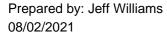




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Available	Options (cont'd	)	
Selected	Code	Description	MSRP

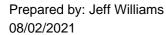
Includes pre-selected heavy-service front springs (see Order Guide Supplemental Reference for springs/FGAWR of specific vehicle configurations). Recommended only on vehicles which will permanently utilize aftermarket equipment such as heavy-duty winches, brush guards or other apparatus which loads the 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. \$100.00 41H **Engine Block Heater** Variable 62R Transmission Power Take-Off Provision Includes mobile and stationary PTO modes. \$250.00 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** \$210.00 86M Dual 78 AH Battery \$295.00 18A Upfitter Interface Module N/C 67A 332 Amp Alternators





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Available O Selected	ptions (cont'd Code	) Description	MSRP
	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.	N/C
	63A Includes LED side-n	Utility Lighting System	\$160.00
	52B Includes smart traile	Trailer Brake Controller er tow 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 I	Pre-Collision Assist Emergency Braking (AEB), automatic high beam and forward collision warning.	\$115.00
	59H	Center High-Mounted Stop Lamp (CHMSL)	N/C
	872 Pre-installed conten camera with mountii	Rear View Camera & Prep Kit t includes cab wiring and frame wiring to the rear most cross member. Upfitters kit includes cab viring and camera mounting/aiming instructions.	\$415.00
	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





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Available O	ptions (cont'd	)	
Selected	Code	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 Alternato	rs	
	43C	110V/400W Outlet	\$175.00
	76S	Remote Start System	\$250.00
	Hawaii. Subscription after your trial, the s to your chosen payn 866-635-2349. See	SiriusXM Radio  ted center speaker and a 3-month prepaid subscription. Service is not avails to all SiriusXM services are sold by SiriusXM after trial period. If you decubscription plan you choose will automatically renew thereafter and you wingent method at then-current rates. Fees and taxes apply. To cancel you missiriusXM customer agreement for complete terms at www.siriusxm.com. Act 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

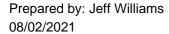


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Available Op Selected	otions (cont'd Code	Description	MSRP
	61L	Front Wheel Well Liners (Pre-Installed)	\$180.00
	79V	COV Required	N/A
	C09	Priced DORA	N/C
Fleet Options			
	47A	Ambulance Prep Package (LPO)	\$1,205.00
	Requires valid Fl	IN code.	
	Incomplete vehicle p vehicles are suitable Ford urges ambulan Ford truck body buil prep package to pro		nanufacturer. Ford p package. In addition, vehicle manual and the out the Ford ambulance
	47L	Ambulance Prep Pkg w/Special	\$1,205.00
		Emissions (LPO)	
	Requires valid Fl	N code.	
	supplemental order certification by a fine emissions only if eq addition, Ford urges and the Ford truck be ambulance package voids the Ford warra module. Note 2: Encoperation. Note 3: Comeet the definition of	al emergency vehicle emissions and 5,250 to 5,990 lbs max front springs, guide for complete details. Incomplete vehicle package - requires further al stage manufacturer. Ford vehicles are suitable for producing ambulance ustage manufacturers to follow the recommendations of the Ford in ambulance manufacturers to follow the recommendations of the Ford incody builders layout book (and pertinent supplements). Using a Ford vehicle with EPA special emergency vehicle emissions to produce an ambulance anty. Note 1: Stationary Elevated Idle Control (SEIC) has been integrated gine calibration significantly reduces the possibility of depower mode when the presence of an emergency vehicle, an ambulance or fire truck per 40 CFR 86.1803. The product of the sale of federally certified emergency vehicles.	manufacture and es with special acty vehicle emissions. In complete vehicle manual cle without the Ford e with special emissions into the engine control in in stationary PTO d 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 Fl	IN code.	

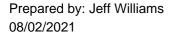




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# Available Options (cont'd)

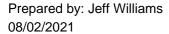
Selected	Code	Description	MSRP
	complete details. Incomplete manufacturer. Ford urges Fir Vehicle Manual and the Ford Elevated Idle Control (SEIC) significantly reduces the post commanded regen allowed of emergency vehicle, an Ambu	ngs/GAWR rating, please see supplemental order guide, or visit for vehicle package - requires further manufacture and certification re/Rescue vehicle manufacturers to follow the recommendations of Truck Body Builders Layout Book (and pertinent supplements). In has been integrated into the engine control module. Note 2: Engishility of depower mode when in stationary PTO operation. Note down to 30% of DPF filter full, instead of 100%. Note 4: Must meet allance or Fire Truck per 40 CFR 86.1803.01 in the federal register for the sale of federally certified emergency vehicles in California.	by a final stage of the Ford Incomplete Note 1: Stationary ine calibration 3: Operator t 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 Runn	ing Lamps (DRL) on/off
	926	Speed Limitation - 65-MPH Governed Top Speed (LPO)	\$80.00
	Requires valid FIN code	<b>)</b> .	
	927	Speed Limitation - 75-MPH Governed Top Speed (LPO)	\$80.00
	Requires valid FIN code	<b>)</b> .	
	18L	Tire Pressure Monitoring System  Delete (LPO)	N/C
	Requires valid FIN code	<b>2</b> .	
	63G	Bright Grille (LPO)	N/C
	Requires valid FIN code	<b>2</b> .	
	17F	XL Decor Group (LPO)	\$220.00





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	Available Options (cont'd)				
Selected	Code	Description	MSRP		
	Includes: - Bright Chrome Hui - Chrome Front Bun	b Covers & Center Ornaments nper			
	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		
	<b>31</b> A	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		



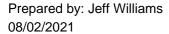


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Available C	options (cont'd)	Description	MSRP	
	31L	Ship-Thru: Louisville Truck Equipment	N/C	
	31M	Ship-Thru: Manning Truck Equipment	N/C	
	31N	Ship-Thru: Monroe Truck Equipment	N/C	
	31P	Ship-Thru: Roush Industries	\$0.00	
	315	Ship-Thru: Alt Fuel 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 Value Package (Fleet)	\$395.00	

<sup>-</sup> XL Decor Group (LPO)
- Bright Chrome Hub Covers & Center Ornaments
- Chrome Front Bumper

<sup>-</sup> Steering Wheel-Mounted Cruise Control (LPO)





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Available Op	tions (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