NCSA Contract discount of 6% on all option pricing



Prepared by: Jeff Williams 08/14/2021

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

2022 Explorer 4dr 4x2 Base (K7B)

Price Level: 215

Available Options

Selected **Description MSRP**

Packages

N/C 100A Equipment Group 100A

Includes

- Engine: 2.3L EcoBoost I-4
- Includes auto start-stop technology
- Transmission: 10-Speed Automati
- 3.58 Non-Limited-Slip Rear Axle Ratio GVWR: TBD
- Tires: P255/65R18 AS BSW
- Includes mini spare.
 Wheels: 18" 5-Spoke Silver-Painted Aluminum
- Cloth Captain's Chairs

Includes 8-way power driver's seat with power function for tilt and recline, 4-way manual front passenger seat with fore/aft and recline and 2-way manually adjustable driver and front passenger head restraints. - Radio: AM/FM Stereo

Includes MP3 capability, 6 speakers, speed-compensated volume and SiriusXM radio with a 3 month prepaid subscription. Service is not available in Alaska and Hawaii. SiriusXM audio and data services each require a subscription sold separately, or as a package, by Sirius XM radio inc. If you decide to continue service after your trial, the subscription plan you choose will automatically renew thereafter and you will be charged according to your chosen payment method at then-current rates. Fees and taxes apply. To cancel you must call SiriusXM at 1-866-635-2349. See SiriusXM customer agreement for complete terms at www.siriusxm.com. All fees and programming subject to change. Trial subscriptions not available in Alaska and Hawaii.

FordPass Connect

Includes 4G LTE Wi-Fi hotspot connects up to 10 devices with wireless data trial that begins upon AT&T activation and expires at the end of 3 months or when 3GB of data is used, whichever comes first, but cannot extend beyond the trial subscription period for remote features. To activate, go to www.att.com/ford, remotely start, lock and unlock vehicle, schedule specific times to remotely start vehicle, locate parked vehicle and check vehicle status (FordPass Connect, the Ford Pass App., and Complimentary Connected Services are required for remote features (see FordPass terms for details). Connected Service and features depend on compatible AT&T network availability Evolving technology/cellular networks/vehicle capability may limit functionality and prevent operation of connected features. Connected services excludes Wi-Fi hotspot.). Note: Ford Telematics and data services prep included for fleet only: FordPass Connect 4G Wi-Fi modem provides data to support telematics and data services including but not limited to vehicle location, speed, idle time, fuel, vehicle diagnostics and maintenance alerts. Device enables telematics services through Ford or authorized providers. Activate at www.fleet.ford.com or call 833-FCS-Ford. (833-

327-3673).
- SYNC 3 Communications & Entertainment System
Includes enhanced voice recognition, 8" LCD capacitive touchscreen in center stack with swipe capability, AppLink,
911 Assist, Apple Car Play and Android Auto compatibility and 1 "A" and 1 "C" USB ports in the media hub.

Powertrain

\checkmark	99H Includes auto start-sto	Engine: 2.3L EcoBoost I-4 p technology.	STD
\checkmark	44T	Transmission: 10-Speed Automatic	STD
\checkmark	STDAX	3.58 Non-Limited-Slip Rear Axle Ratio	STD
\checkmark	STDGV	GVWR: TBD	STD

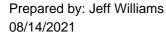


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Available Opt	ions (cont'd)		
Selected	Code	Description	MSRP
Wheels & Tires			
\checkmark	STDTR Includes mini spare.	Tires: P255/65R18 AS BSW	STD
\checkmark	STDWL	Wheels: 18" 5-Spoke Silver-Painted Aluminum	STD
Seats & Seat Trim			
\checkmark	7 Cloth Captain's Chairs Includes 8-way power driver's seat with power function for tilt and recline, 4-way manual front passenger seat with fore/aft and recline and 2-way manually adjustable driver and front passenger head restraints.		STD t passenger seat with s.
Other Options			
\checkmark	PAINT	Monotone Paint Application	STD
\checkmark	119WB	119.1" Wheelbase	STD
\checkmark	STDRD	Radio: AM/FM Stereo	STD
	Includes MP3 capability, 6 speakers, speed-compensated volume and SiriusXM radio with a 3 month prepaid subscription. Service is not available in Alaska and Hawaii. SiriusXM audio and data services each require a subscription sold separately, or as a package, by Sirius XM radio inc. If you decide to continue service after your trial, the subscription plan you choose will automatically renew thereafter and you will be charged according to your chosen payment method at then-current rates. Fees and taxes apply. To cancel you must call SiriusXM at 1-866-635-2349. See SiriusXM customer agreement for complete terms at www.siriusxm.com. All fees and programming subject to change. Trial subscriptions not available in Alaska and Hawaii. Includes: - FordPass Connect Includes 4G LTE Wi-Fi hotspot connects up to 10 devices with wireless data trial that begins upon AT&T activation and expires at the end of 3 months or when 3GB of data is used, whichever comes first, but cannot extend beyond the trial subscription period for remote features. To activate, go to www.att.com/ford, remotely start, lock and unlock vehicle, schedule specific times to remotely start vehicle, locate parked vehicle and check vehicle status (FordPass Connect, the Ford Pass App., and Complimentary Connected Services are required for remote features (see FordPass terms for details). Connected Service and features depend on compatible AT&T network availability. Evolving technology/cellular networks/vehicle capability may limit functionality and prevent operation of connected features. Connected services excludes Wi-Fi hotspot.). Note: Ford Telematics and data services prep included for fleet only: FordPass Connect 4G Wi-Fi modem provides data to support telematics and data services including but not limited to vehicle location, speed, idle time, fuel, vehicle diagnostics and maintenance alerts. Device enables telematics services through Ford or authorized providers. Activate at www.fleet.ford.com or call 833-FCS-Ford. (833-327-3673). - SYNC 3 Communic		
	52T	Class IV Trailer Tow Package	\$545.00

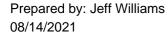




2022 Explorer 4dr 4x2 Base (K7B)

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	ptions (cont'd		14000
Selected	Code	Description	MSRP
	21F Includes cargo net, (Cargo Area Management System cargo well rubber mat and reversible load floor.	\$165.00
	16B Includes standard bi	Front & Second Row Floor Liners (16B) lack carpet floor mats.	\$200.00
	16A Front & Second Row Floor Liners (16A) \$160 Deletes standard black carpet floor mats.		
	41H	Engine Block Heater	\$90.00
	153 Standard in state	Front License Plate Bracket es requiring 2 license plates and optional to all others.	N/C
	C09	Priced DORA	N/C
	79V	COV Required	N/A
Dealer Installed	l Options		
	A6ZAB Late availability f Shipped separately	Cargo Mat or fleet. from the vehicle for dealer installation. These features are ordered through	\$150.00 WBDO only.
	CLMHR Note: Not availab	Bumper Protector, Textured Black Film ble for Military Personnel Sales (WAFAC).	\$90.00
	FHLAH	Cargo Organizer, Soft-Sided Cooler Bag	\$35.00
		ole for Military Personnel Sales (WAFAC). carrying strap and Ford logo.	





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Available Opt	ions (cont'd)		
Selected	Code	Description	MSRP
	BECAG	Cargo Organizer, Soft-Sided Large, Folding	\$90.00
	Note: Not available for Mincludes Ford log.	ilitary Personnel Sales (WAFAC).	
	BECAF	Cargo Organizer, Soft-Sided Standard, Folding	\$80.00
	Note: Not available for Mincludes Ford log.	ilitary Personnel Sales (WAFAC).	
	J4JAE Includes coded lock.	Center Console In-Vehicle Safe by Console Vault	\$390.00
	AHQAB Note: Not available for Mi	First Aid Kit ilitary Personnel Sales (WAFAC).	\$50.00
	AHMAB Note: Not available for Mi	Road Side Assistance Kit ilitary Personnel Sales (WAFAC).	\$70.00
	J3CAB Late availability for fleet. Shipped separately from the ve	Smoker's Package ehicle for dealer installation. These features are ordered through WBI	\$70.00 DO only.
	A3EAB Late availability for fleet. Shipped separately from the ve	Splash Guards ehicle for dealer installation. These features are ordered through WBI	\$160.00
Fleet Options			
	942	Daytime Running Lamps (DRL) (Non-Configurable)	\$45.00
	Requires valid FIN code.	Replaces the standard configurable Daytime Running	Lamps (DRL).



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=	otions (cont'd)		
Selected	Code	Description	MSRP
	D9G	Built: Chicago Plant	N/C
	D9G_	Built: Bartlett Plant	N/C
	31A	Ship-Thru: Auto Truck	\$0.00
	31L	Ship Thru: Crown North America	N/C
	FLADCR	Fleet Advertising Credit	N/A
	FINAL2	Fleet Final Order Date: TBD	N/C
Emissions			
\checkmark	425	50 State Emissions System	STD
		le (FFV) system is standard equipment for vehicles with	th the 3.3L Ti-VCT
General Info			
	ORDER1	Initial Order Date: TBD	N/C
	START1	Start-Up Date: TBD	N/C
	FINAL1	Final Order Date: TBD	N/C
	BUILD1	Build-Out Date: TBD	N/C