#### NCSA Contract discount of 6% on all option pricing



Prepared by: Jeff Williams 08/07/2021

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

2022 F-250 4x2 SD Regular Cab 8' box 142" WB SRW XL (F2A)

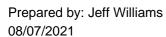
Price Level: 230

Available O	ptions		
Selected	Code	Description	MSRP
Packages			
$\checkmark$	600A	Order Code 600A	N/C
	- Transmission: Tor - 3.73 Axle Ratio - GVWR: 10,000 lb - Tires: LT245/75Rx Spare may not be - Wheels: 17" Arger Includes painted h - HD Vinyl 40/20/40 Includes center an - Radio: AM/FM Ste Includes 4 speake - SYNC Communic	the same as road tire. It Painted Steel  by Covers/center ornaments. Split Bench Seat  mrest, cupholder, storage and driver's side manual lumbar.  by Covers/center ornaments.	nk and 1 smart-charging
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	\$2,045.00
	Includes: - 3.55 Axle Ratio - Heavy-Duty Altern	ator (240 Amp)	
	99T	Engine: 6.7L 4V OHV Power Stroke V8 Turbo Diesel B20	\$10,495.00
	Includes manual pu Includes: - 3.31 Axle Ratio - 175 Amp Heavy D - Dual 78-AH 750 C - 29 Gallon Fuel Ta	sh-button engine-exhaust braking and intelligent oil-life monitor.  uty Alternator  CA Batteries	
	44\$	Transmission: TorqShift-G 6-Spd Auto w/SelectShift	STD
	44G	Transmission: TorqShift 10-Speed Automatic	N/C
	Includes SelectShift	t and selectable drive modes: normal, tow/haul, eco, deep sand/snow and	slippery.



Price Level: 230

Available C	Options (cont'd)	Description	MSRP
$\checkmark$	X37	3.73 Axle Ratio	STD
	X35	3.55 Axle Ratio	N/C
	ХЗН	Electronic-Locking w/3.31 Axle Ratio	\$390.00
	X3J	Electronic-Locking w/3.55 Axle Ratio	\$390.00
	X3J_	Electronic-Locking w/3.55 Axle Ratio w/99T	\$390.00
	Includes: - GVWR: 10,400 lbs		
	X3E	Electronic-Locking w/3.73 Axle Ratio	\$390.00
	X4M	Electronic-Locking w/4.30 Axle Ratio	\$390.00
	X31	3.31 Axle Ratio	N/C
$\checkmark$	STDGV	GVWR: 10,000 lb Payload Package	STD
	68D	GVWR: 9,900 lb Payload Package	N/C
	NONGV1	GVWR: 10,600 lbs	N/C
	NONGV2	GVWR: 10,400 lbs	N/C
	98F	CNG/Propane Gaseous Engine Prep Package	\$315.00





Price Level: 230

Wheels & Tires

# Available Options (cont'd)

Selected Code Description MSRP

Includes hardened engine intake valves, valve seats and bi-fuel manifold. Note: 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 fueled vehicle. See Alternative Fuel Buyers Guide: www.ford.com/altfuelbuyersguide. Ford Motor Company does not provide an exhaust or evaporative emissions certificate with this option when converted to use CNG 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 manufacturer (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.

$\checkmark$	TD8  Spare may not be the same as	Tires: LT245/75Rx17E BSW A/S (4) road tire.	STD
	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
	TCH Spare may not be the same as	Tires: LT275/65Rx18E BSW A/S road tire.	N/C
$\checkmark$	64A Includes painted hub covers/ce	Wheels: 17" Argent Painted Steel	STD
	648  Includes bright hub covers/cen	Wheels: 18" Sparkle Silver Painted Cast Aluminum ter ornaments.	N/C
	512 Required in RI. Spare tire Delete is ordered.	Spare Tire, Wheel, Carrier & Jack is standard equipment; becomes optional when (66	\$295.00 D) Pickup Box
Seats & Seat Trim			
$\checkmark$	A Includes center armrest, cupho	HD Vinyl 40/20/40 Split Bench Seat older, storage and driver's side manual lumbar.	STD



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	otions (cont'd		
Selected	Code	Description	MSRP
	1 Includes center armr	Cloth 40/20/40 Split Bench Seat est, cupholder, storage and driver's side manual lumbar.	\$100.00
Other Options			
$\checkmark$	142WB	142" Wheelbase	STD
$\checkmark$	PAINT	Monotone Paint Application	STD
	96V	XL Value Package	\$395.00
	- Chrome Front Bum - Chrome Rear Step		
	- Chrome Front Bum, - Chrome Rear Step - Steering Wheel-Mo - Wheels: 18" Sparkl Includes bright hub - Tires: LT275/65Rx:	e Covers & Center Ornaments per Bumper unted Cruise Control e Silver Painted Cast Aluminum covers/center ornaments.	\$1,825.00
	Includes: - Accessory Delay - Trailer Tow Mirrors Includes manual fol turn signals Advanced Security Includes SecuriLoci - Power Locks - Power Tailgate Loc - Power Front Seat V	k Passive Anti-Theft System (PATS) and inclination/intrusion sensors. k Vindows l/down driver/passenger window.	\$915.00
	471	Camper Package	\$160.00

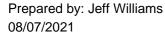


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#### Available Options (cont'd) Selected Code **Description MSRP** Includes extra heavy-service front springs (2 up upgrade above the spring computer selected as a consequence of options chosen. Not included if maximum springs have been computer selected as standard equipment), rear auxiliary springs and slide-in camper certification. Note 1: Salesperson's 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. Note 2: May result in deterioration of ride quality when vehicle is not equipped with Includes: - Rear Stabilizer Bar \$1,130.00 535 High Capacity Trailer Tow Package Includes increased GCW from 23,500 lbs. to 30,000 lbs and upgraded axle. Note: Salesperson's Portfolio or Trailer Towing Guide should be consulted for specific trailer towing or camper limits and corresponding required equipment, axle ratios and model availability. See Supplemental Reference for vehicle height consideration. GVWR: 10,600 lbs \$2,785.00 53Q Pro Trailer Backup Assist - High Capacity Note: Salesperson's Portfolio or Trailer Towing Guide should be consulted for specific trailer towing or camper limits and corresponding required equipment, axle ratios and model availability. See Supplemental Reference for vehicle height consideration. Includes: Lane Departure Warning - High Capacity Trailer Tow Package Includes increased GCW from 23,500 lbs. to 30,000 lbs and upgraded axle. Note: Salesperson's Portfolio or Trailer Towing Guide should be consulted for specific trailer towing or camper limits and corresponding required equipment, axle ratios and model availability. See Supplemental Reference for vehicle height consideration. GVWR: 10,600 lbs - Ultimate Trailer Tow Camera System Includes rear view camera, 360 degree camera system, rear CHMSL camera, trailer reverse guidance and LED center high-mounted stop lamp. \$125.00 67H Heavy-Service Front Suspension Package Includes heavy-service front springs (1 up upgrade above the spring computer selected as a consequence of options chosen. Not included if maximum springs have been computer selected as standard equipment). 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: Vehicle ride height will increase with the addition of this package. Note 2: May result in deterioration of ride quality when vehicle is not equipped with front end utility attachment. \$125.00 63R Heavy-Service Package for Pickup Box Includes heavy-service front springs (200 lbs. upgrade above the spring computer selected as a consequence of options chosen. Not included if maximum springs have been computer selected as standard equipment) and rear auxiliary springs. Note: Salesperson's 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. Includes: - Rear Stabilizer Bar -\$625.00 66D Pickup Box Delete

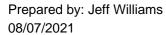




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# Available Options (cont'd)

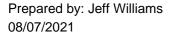
Selected	Code	Description	MSRP
	(only on vehicles ove certification by a fina Ford Incomplete Veh Includes: - Rear Bumper Delet	oks, tailgate, rearview camera, 7/4 pin connector and center high-moun or 10,000 lbs. GVWR). Incomplete vehicle package - requires further m I stage manufacturer. In addition, Ford urges manufacturers to follow the icle Manual and the Ford Truck Body Builder's Layout Book (and appli e Carrier & Jack Delete	anufacture and ne recommendations of the
	41H	Engine Block Heater	\$100.00
		Engine Idle Shut Down - 5 Minutes  d period, the engine PCM automatically shuts down the engine and trig power to the accessories to minimize battery drain.	\$250.00
		Engine Idle Shut Down - 10 Minutes  d period, the engine PCM automatically shuts down the engine and trig power to the accessories to minimize battery drain.	\$250.00 aggers the accessory
		Engine Idle Shut Down - 15 Minutes  d period, the engine PCM automatically shuts down the engine and trig power to the accessories to minimize battery drain.	\$250.00 agers the accessory
		Engine Idle Shut Down - 20 Minutes  d period, the engine PCM automatically shuts down the engine and trig power to the accessories to minimize battery drain.	\$250.00 agers the accessory
	98R	Operator Commanded Regeneration (OCR)	\$250.00
	86M	Dual 78 AH Battery	\$210.00
	66B	BoxLink	\$75.00
	60C	Audible Lane Departure Warning	\$115.00
	60B Includes cross-traffic	Blind Spot Information System (BLIS) alert and trailer tow (BLIS sensor in taillamp).	\$540.00
	94P Includes Automatic E	Pre-Collision Assist Emergency Braking (AEB), automatic high beam and forward collision v	Variable





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Available Options (cont'd)				
Selected	Code	Description	MSRP	
	67E	240 Amp Alternator	\$85.00	
	67B	397 Amp Alternator	\$115.00	
	66L Includes LED Cente	LED Box Lighting r High-Mounted Stop Lamp (CHMSL).	\$60.00	
	52B Verified to be compa	Trailer Brake Controller atible with select electric over hydraulic brakes. Includes smart trailer	\$270.00 tow connector.	
	53W	5th Wheel/Gooseneck Hitch Prep Package and attachment points with plugs, 1 frame under-bed cross member an	\$500.00	
	connector on driver's (53W) is compatible accessories 5th Who compatible with Ree A00A25-A (8ft box caccessories 5th Who the short pickup box The receiver centerl When selecting a travelicle for turns up contacting the cab of Package (53W) is compatible.	is side pickup bed wall. 5th wheel hitch compatibility: the 5th Wheel/Graith the factory orderable 5th Wheel Hitch Kits (15K and 15L) and deel Hitch Kit by Reese - part #BC3Z-19D520-A (8ft box only). The presse Signature Series 5th wheel hitch kits updated with a new Leg Seriely). The 5th Wheel Hitch Kit (15K), 5th Wheel Hitch Kit (15L) and deel Hitch Kit by Reese - part #BC3Z-19D520-A is not released to the experience of the hitch should be mounted at least 2" forward from the rear-abiler and tow vehicle, it's critical that this combination provide clearance for and including 90 degrees. Failure to follow this recommendation coff the tow vehicle during tight turns. Gooseneck hitch compatibility: the compatible only with the factory orderable Gooseneck Hitch Kit (15J) of the see Gooseneck Hitch by Reese - part #BC3Z-19F503-A (8ft box and 6.	ooseneck Prep Package paler-installed Ford pp package is also vice Kit - part #BC3Z- paler-installed Ford short box (6.75ft box). Note: ared to long box pickups. xle of the truck chassis. the between the cab and tow buld result in the trailer to 5th Wheel/Gooseneck Prep or dealer-installed Ford	
	18B	Platform Running Boards	\$320.00	
	153 Standard in states re	Front License Plate Bracket equiring 2 license plates and optional to all others.	N/C	
	872 Pre-installed conten display. Upfitters kit instructions and elec	Rear View Camera & Prep Kit  t includes cab wiring, frame wiring to the rear most cross member and includes camera with mounting bracket, 14' jumper wire and camera strochromic mirror.	\$415.00  d video display with 4" mounting, aiming	
	873 Display in center sta video camera.	Rear CHMSL Camera ck screen. Includes LED Center High-Mounted Stop Lamp (CHMSL)	\$200.00 with cargo light and rear	
	53R	Pro Trailer Backup Assist	\$1,655.00	

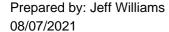




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Available	Options (	(cont'd)	
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Selected	Code	Description	MSRP
	Includes: - Lane Departure Warning - Ultimate Trailer Tow Came Includes rear view camera, center high-mounted stop la	, 360 degree camera system, rear CHMSL camera, trailer reverse gu	iidance and LED
	592	LED Roof Clearance Lights	\$95.00
	85G	Tailgate Step & Handle	\$375.00
	85S Includes tailgate-guard, blac	Tough Bed Spray-In Bedliner	\$595.00
	43B	Fixed Rear-Window w/Defrost	\$60.00
	924	Privacy Glass	N/C
	43C Includes 1 in-dash mounted	110V/400W Outlet outlet.	\$175.00
	16F	Color-Coordinated Full Carpet w/Floor Mats	\$60.00
	41A	Rapid-Heat Supplemental Cab Heater	\$250.00
	Includes: - 397 Amp Alternator		
	76S	Remote Start System	\$250.00
	66S Located in overhead consolo	Upfitter Switches (6)	\$165.00
$\checkmark$	587	Radio: AM/FM Stereo w/MP3 Player	STD

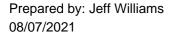




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Available	Options (cont'd	)	
Selected	Code	Description	MSRP

Includes 4 speakers. Includes - SYNC Communications & Entertainment System Includes enhanced voice recognition with 911 Assist, 4.2" LCD center stack screen, AppLink and 1 smart-charging USB-C port. \$450.00 913 SYNC 3 Communications & **Entertainment System** Includes enhanced voice recognition, 8" LCD capacitive touch screen in center stack with swipe capability, pinch-tozoom capability included with available voice-activated touchscreen navigation system, 4.2" productivity screen in IP cluster, AppLink, 911 Assist, Apple CarPlay and Android Auto capability and 2 smart charging USB-C ports. \$185.00 39S SiriusXM Radio Includes a 3-month prepaid subscription and 1 I/P mounted center speaker. Service is not available in Alaska and Hawaii. SiriusXM audio and data services each require a subscription sold separately, or as a package, by SiriusXM 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. SiriusXM and all related marks and logos are trademarks of SiriusXM Radio Inc. N/A 19J Matte Black Aluminum Crossbed Toolbox (Pre-Installed) Late availability. Model #127-52-03 by Weather Guard. N/A 19K **Bright Aluminum Crossbed Toolbox** (Pre-Installed) Late availability. Model #127-0-03 by Weather Guard. \$575.00 62X Aluminum Crossbed Toolbox (Pre-Installed) (DISC) No longer available for factory ordering as of July 13, 2021. Defender Series by Weather Guard. \$790.00 62Y Prem Aluminum Crossbed Toolbox (Pre-Installed) (DISC) No longer available for factory ordering as of July 13, 2021. Model #127-0-02 by Weather Guard.





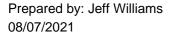
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Available C	options (cont'd)		
Selected	Code	Description	MSRP
	52R	Stowable Loading Ramps (Pre-Installed)	\$695.00
	Requires second unit l	body.	
	91S	Amber 360 Degree LED Warn Strobes (Pre-Installed)	\$675.00
	Includes dual beacon.	,	
	91G	Amber-Wht 360 Deg LED Warn Strobes (Pre-Installed)	\$725.00
	Includes dual beacon.		
	87H	Black Molded Hood Deflector (Pre- Installed)	\$130.00
	85L	Drop-In Bedliner (Pre-Installed)	\$350.00
	21D	Soft Folding Tonneau Pickup Box Cover (Pre-Installed)	\$525.00
	21E	Hard Folding Tonneau Pickup Box Cover (Pre-Installed)	\$995.00
	21J	Retractable Tonneau Pickup Box Cover (Pre-Installed)	\$1,695.00
	61L	Front Wheel Well Liners (Pre-Installed)	\$180.00
	61M	Rear Wheel Well Liners (Pre-Installed)	\$180.00
	61N	Front & Rear Wheel Well Liners (Pre- Installed)	\$325.00
	Custom accessory.	motanouj	



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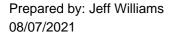
-	tions (cont'd)		
Selected	Code	Description	MSRP
	87B	Bed Step	\$325.00
	85M Custom accessory.	Bed Mat (Pre-Installed)	\$150.00
	61S	Front Splash Guards/Mud Flaps (Pre- Installed)	\$130.00
	62S	Rear Splash Guards/Mud Flaps (Pre- Installed)	N/C
	76C	Exterior Backup Alarm (Pre-Installed)	\$140.00
	15J	Gooseneck Hitch Kit (Pre-Installed)	\$250.00
	15L	19K 5th Wheel Hitch Kit (Pre-Installed)	\$1,095.00
	79V	COV Required	N/A
	C09	Priced DORA	N/C
Fleet Options			
	17F Requires valid FIN co	XL Decor Group (LPO) ode.	\$220.00
	Includes: - Bright Chrome Hub Covo - Chrome Front Bumper - Chrome Rear Step Bum		
	525	Steering Wheel-Mounted Cruise Control (LPO)	\$235.00
	Requires valid FIN co	de.	





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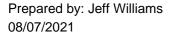
Available Option	ons (cont'd)	Description	MSRP
	942 Requires valid FIN code. The non-controllable 942 Dayticluster controllable.	Daytime Running Lamps (DRL) (LPO)  me Running Lamps (DRL) replace the standard Daytime Running Lam	\$45.00
	51X Requires valid FIN code.  Also deletes jack and frame-mo	Spare Wheel & Tire Delete (LPO)	-\$85.00
	926 Requires valid FIN code.	Speed Limitation - 65-MPH Governed Top Speed (LPO)	\$80.00
	927 Requires valid FIN code.	Speed Limitation - 75-MPH Governed Top Speed (LPO)	\$80.00
	18A Requires valid FIN code.	Upfitter Interface Module (LPO)	\$295.00
	D9E	Built: Kentucky Truck Plant	N/C
	311	Ship Thru: Dejana	\$0.00
	31A	Ship-Thru: Altec	N/C
	31B	Ship-Thru: Reading Equipment	\$0.00
	31C	Ship-Thru: Zoresco Equipment	\$0.00
	31E	Ship-Thru: L&Z Co.	\$0.00





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Available (	Options (cont'd)	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: Auto Truck	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
	31S	Ship-Thru: Reading Equipment	N/C
	31V	Ship-Thru: Knapheide Truck Equipment	\$0.00
	31W	Ship-Thru: Knapheide - IN	N/C
	316	Ship-Thru: Westport Dallas Inc	\$0.00
	314	Ship-Thru: Reading Equipment & Distribution	\$0.00
	319	Ship-Thru: KC Truck Systems Inc.	\$0.00
	315	Ship-Thru: Alt Fuel Innovations, LLC (AFI)	\$0.00
	31U	Ship-Thru: General Truck Body	N/C





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Available Options (cont'd) Selected Code Description			MSRP
	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
	L Includes driver's side n	Vinyl 40/Mini-Console/40 Front Seat (Fleet) manual lumbar.	\$355.00
	4 Includes driver's side n	Cloth 40/Mini-Console/40 Front Seat (Fleet)	\$515.00
	595	Halogen Fog Lamps (Fleet)	\$130.00
	76R	Reverse Sensing System (Fleet)	\$245.00
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



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