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 |

2022 F-350 4x2 SD Regular Cab 8' box 142" WB SRW XL (F3A)

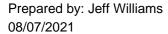
Price Level: 230

Available O	ptions Code	Description	MSRP
Packages			
\checkmark	610A	Order Code 610A	N/C
	- Transmission: Tor Includes SelectSh - 3.73 Axle Ratio - GVWR: 10,100 lb - Tires: LT245/75R; Spare may not be - Wheels: 17" Argel Includes painted h - HD Vinyl 40/20/40 Includes center ar - Radio: AM/FM Ste Includes 4 speake - SYNC Communi	x17E BSW A/S (4) the same as road tire. nt Painted Steel nub covers/center ornaments. Split Bench Seat mrest, cupholder, storage and driver's side manual lumbar. ereo w/MP3 Player	
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 - Heavy-Duty Alterr		
	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 - GVWR: 10,600 lb	CCA Batteries nk	
\checkmark	44G	Transmission: TorqShift 10-Speed	STD

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.

Automatic

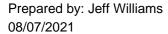
Includes SelectShift and selectable drive modes: normal, tow/haul, eco, deep sand/snow and slippery.





Price Level: 230

Available Option		December 1 and 1 a	MODD
Selected	Code 44G_ Includes SelectShift and sele	Description Transmission: TorqShift 10-Speed Automatic w/96G actable drive modes: normal, tow/haul, eco, deep sand/snow and slippery.	MSRP N/C
	44S	Transmission: TorqShift-G 6-Spd Auto w/SelectShift	N/C
\checkmark	X37	3.73 Axle Ratio	STD
	X31	3.31 Axle Ratio	N/C
	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
	X3E	Electronic-Locking w/3.73 Axle Ratio	\$390.00
	X4M	Electronic-Locking w/4.30 Axle Ratio	\$390.00
\checkmark	STDGV	GVWR: 10,100 lb Payload Package	STD
	NONGV	GVWR: 10,600 lb Payload Package	N/C
	NONGV1	GVWR: 10,500 lb Payload Package	N/C
	NONGV2	GVWR: 11,100 lb Payload Package	N/C
	68D	GVWR: 10,000 lb Payload Package	N/C





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Available Opti	ons (cont'd)	Description	MSRP
Wheels & Tires			
\checkmark	TD8 Spare may not be the	Tires: LT245/75Rx17E BSW A/S (4) same as road tire.	STD
	TBM Spare may not be the	Tires: LT245/75Rx17E BSW A/T (4) same as road tire.	\$165.00
	TCD Spare may not be the	Tires: LT265/70Rx17E OWL A/T same as road tire.	\$455.00
	TCH Spare may not be the	Tires: LT275/65Rx18E BSW A/S same as road tire.	N/C
\checkmark	64A Includes painted hub o	Wheels: 17" Argent Painted Steel covers/center ornaments.	STD
	648 Includes bright hub co	Wheels: 18" Sparkle Silver Painted Cast Aluminum vers/center ornaments.	N/C
	64F Includes painted hub c	Wheels: 18" Argent Painted Steel covers/center ornaments.	\$455.00
	512 Spare tire is standa ordered.	Spare Tire, Wheel, Carrier & Jack ard equipment; becomes optional when (66D) Pickup Bo	\$295.00 x Delete is
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

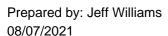


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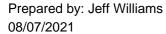
Available Op	tions (cont'd) Description	MSRP
Other Options			
\checkmark	142WB	142" Wheelbase	STD
\checkmark	PAINT	Monotone Paint Application	STD
	96V	XL Value Package	\$395.00
	- Chrome Front Bum - Chrome Rear Step		
	- Chrome Front Bum - Chrome Rear Step - Steering Wheel-Mo - Wheels: 18" Sparkl	e Covers & Center Ornaments per	\$1,825.00
	Includes: - Accessory Delay - Trailer Tow Mirrors Includes manual for signals Advanced Security Includes SecuriLoc Power Locks - Power Tailgate Loc - Power Front Seat V	k Passive Anti-Theft System (PATS) and inclination/intrusion senso k Vindows v/down driver/passenger window.	
	options chosen. Not camper certification. specific trailer towing	Camper Package service front springs (2 up upgrade above the spring computer sel included if maximum springs have been computer selected as stan NOTE 1: Salesperson's Source Book or Ford RV Trailer Towing Go or camper limits and corresponding required equipment, axle ratio in deterioration of ride quality when vehicle is not equipped with car	dard equipment) and slide-in uide should be consulted for is and model availability.
	96G	Gas Heavy-Duty Payload Package	\$295.00





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Available Options (cont'd) Selected Code **Description MSRP** Package increases payload by reducing base curb weight. Transmission: TorqShift-G 6-Spd Auto w/SelectShift 40/Mini-Console/40 \$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). 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 Deletes tie-down hooks, tailgate, rearview camera, 7/4 pin connector and center high-mounted stop lamp (CHMSL) (only on vehicles over 10,000 lbs. GVWR). Incomplete vehicle package - requires further manufacture and certification by a final stage manufacturer. In addition, Ford urges manufacturers to follow the recommendations of the Ford Incomplete Vehicle Manual and the Ford Truck Body Builder's Layout Book (and applicable supplements). Rear Bumper Delete - Spare Wheel, Tire, Carrier & Jack Delete \$315.00 98F CNG/Propane Gaseous Engine Prep Package 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. \$100.00 41H Engine Block Heater \$250.00 86A Engine Idle Shut Down - 5 Minutes After a predetermined period, the engine PCM automatically shuts down the engine and triggers the accessory module to shutdown power to the accessories to minimize battery drain.





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Available C		\ \	
Available C Selected	options (cont'd) Code) Description	MSRP
	86B After a predetermine module to shutdown	Engine Idle Shut Down - 10 Minutes d period, the engine PCM automatically shuts down the engine and triggers the acc power to the accessories to minimize battery drain.	\$250.00 essory
		Engine Idle Shut Down - 15 Minutes d period, the engine PCM automatically shuts down the engine and triggers the acc power to the accessories to minimize battery drain.	\$250.00 essory
		Engine Idle Shut Down - 20 Minutes d period, the engine PCM automatically shuts down the engine and triggers the acc power to the accessories to minimize battery drain.	\$250.00 essory
	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 warning.	Variable
	67E	240 Amp Alternator	\$85.00
	67B	397 Amp Alternator	\$115.00
	66L Includes LED Center	LED Box Lighting r High-Mounted Stop Lamp (CHMSL).	\$60.00
	52B Verified to be compa	Trailer Brake Controller tible with select electric over hydraulic brakes. Includes smart trailer tow connector.	\$270.00

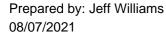


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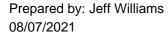
	options (cont'c	,	MODD
Selected	Code	Description	MSRP
	53W	5th Wheel/Gooseneck Hitch Prep Package	\$500.00
	connector on driver (53W) is compatible accessories 5th Wh. compatible with Received A00A25-A (8ft box accessories 5th Wh. NOTE: the short pickups. The received chassis. When seleand tow vehicle for trailer contacting the Wheel/Gooseneck is some compatible of the contacting the work of the compatible of the contacting the work of the compatible of the contacting the work of the compatible of the contacting the compatible of the compatible o	ed attachment points with plugs, 1 frame under-bed cross member are side pickup bed wall. 5th wheel hitch compatibility: the 5th Wheel/Ge with the factory orderable 5th Wheel Hitch Kits (15K and 15L) and dieel Hitch Kit by Reese - part #BC3Z-19D520-A (8ft box only). The preses Signature Series 5th wheel hitch kits updated with a new Leg Seronly). The 5th Wheel Hitch Kit (15K), 5th Wheel Hitch Kit (15L) and detel Hitch Kit by Reese - part #BC3Z-19D520-A is not released to the skup box provides less clearance between the cab and 5th wheel trail er centerline of the hitch should be mounted at least 2" forward from a cring a trailer and tow vehicle, it's critical that this combination provide turns up to and including 90 degrees. Failure to follow this recomment of each of the tow vehicle during tight turns. Gooseneck hitch compatible Prep Package (53W) is compatible only with the factory orderable Godd customer accessories Gooseneck Hitch by Reese - part #BC3Z-19I	cooseneck Prep Package ealer-installed Ford ep package is also vice Kit - part #BC3Z-ealer-installed Ford short box (6.75ft box). er compared to long box the rear-axle of the truck edation could result in the illity: the 5th oseneck Hitch Kit (15J) or
	18B	Platform Running Boards	\$320.00
	59H	Center High-Mounted Stop Lamp (CHMSL)	N/C
	CHMSL is deleted the add CHMSL with 66	rom vehicles over 10,000 lbs GVWR with 66D Pickup Box Delete; rep 6D Pickup Box Delete select 59H. CHMSL is standard under all other	placed with a black cover; to conditions.
	153 Standard in states i	Front License Plate Bracket requiring 2 license plates and optional to all others.	N/C
	872	Rear View Camera & Prep Kit	\$415.00
	Pre-installed conter	nt includes cab wiring, frame wiring to the rear most cross member an includes camera with mounting bracket, 14' jumper wire and camera	d video display with 4" mounting, aiming
	873	Rear CHMSL Camera	\$200.00
		ack screen. Includes LED Center High-Mounted Stop Lamp (CHMSL)	with cargo light and rear
	53R	Pro Trailer Backup Assist	\$1,655.00
	Includes: - Lane Departure V - Ultimate Trailer To Includes rear view center high-mounte	ow Camera System camera, 360 degree camera system, rear CHMSL camera, trailer rev	verse guidance and LED
	592	LED Roof Clearance Lights	\$95.00





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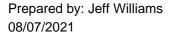
Available O Selected	ptions (cont'd) Code	Description	MSRP
	85G	Tailgate Step & Handle	\$375.00
	85S Includes tailgate-guard, bla	Tough Bed Spray-In Bedliner ack box bed tie-down hooks and black bed attachment bolts.	\$595.00
	43B	Fixed Rear-Window w/Defrost	\$60.00
	924	Privacy Glass	\$30.00
	43C Includes 1 in-dash mounte	110V/400W Outlet d outlet.	\$175.00
	16F	Color-Coordinated Full Carpet w/Floor Mats	\$60.00
	41A Includes: - 397 Amp Alternator	Rapid-Heat Supplemental Cab Heater	\$250.00
	76S	Remote Start System	\$250.00
	66S Located in overhead consc	Upfitter Switches (6)	\$165.00
✓	587 Includes 4 speakers. Includes: - SYNC Communications & Includes enhanced voice USB-C port.	Radio: AM/FM Stereo w/MP3 Player & Entertainment System recognition with 911 Assist, 4.2" LCD center stack screen, AppLink	STD and 1 smart-charging
	zoom capability included w	SYNC 3 Communications & Entertainment System ecognition, 8" LCD capacitive touch screen in center stack with swip with available voice-activated touchscreen navigation system, 4.2" prost, Apple CarPlay and Android Auto capability and 2 smart charging	oductivity screen in IP





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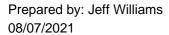
Available Options (cont'd)				
Selected	Code	Description	MSRP	
	39S	SiriusXM Radio	\$185.00	
	Hawaii. SiriusXM auc Radio Inc. If you deci thereafter and you wi apply. To cancel you	repaid subscription and 1 I/P mounted center speaker. Service is not availio and data services each require a subscription sold separately, or as a ide to continue service after your trial, the subscription plan you choose will be charged according to your chosen payment method at then-current must call SiriusXM at 1-866-635-2349. See SiriusXM Customer Agreema. All fees and programming subject to change. SiriusXM and all related in KM Radio Inc.	package, by SiriusXM vill automatically renew rates. Fees and taxes ent for complete terms	
	62X	Aluminum Crossbed Toolbox (Pre- Installed)	\$575.00	
	Defender Series by V	Veather Guard.		
	62Y	Premium Aluminum Crossbed Toolbox (Pre-Installed)	\$790.00	
	Model #127-0-02 by	Weather Guard.		
	52R	Stowable Loading Ramps (Pre- Installed)	\$695.00	
	Requires second	unit 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	





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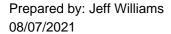
Available Options (cont'd)				
Selected	Code	Description	MSRP	
	21E	Hard Folding Tonneau Pickup Box Cover (Pre-Installed)	\$995.00	
	21J	Retractable Tonneau Pickup Box Cover (Pre-Installed)	\$1,695.00	
	61L	Front Wheel Well Liners (Pre-Installed)	\$180.00	
	61M	Rear Wheel Well Liners (Pre-Installed)	\$180.00	
	61N	Front & Rear Wheel Well Liners (Pre- Installed)	\$325.00	
	87B	Bed Step	\$325.00	
	85M	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	





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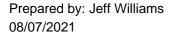
(LPO) \$220.00 Mounted Cruise \$235.00
(LFO)
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Mounted Cruise \$235.00
Mounted Cruise \$235.00
iniodifica Ofaise
g Lamps (DRL) (LPO) \$45.00
RL) replace the standard Daytime Running Lamps (DRL) on/off
Tire Delete (LPO) -\$85.00
n - 65-MPH Governed \$80.00))
n - 75-MPH Governed \$80.00
Delete (LPO) N/C





Price Level: 230

Available Opt	ions (cont'd)	Description	MSRP
	18A Requires valid FIN code	Upfitter Interface Module (LPO)	\$295.00
	D9E	Built: Kentucky Truck Plant	N/C
	311	Ship Thru: Dejana	\$0.00
	31S	Ship-Thru: Reading Equipment & Distribution LLC	N/C
	31A	Ship-Thru: Altec	N/C
	31V	Ship-Thru: Knapheide Truck Equipment	\$0.00
	31C	Ship-Thru: Zoresco Equipment	\$0.00
	31E	Ship-Thru: L&Z Co.	\$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
	31G	Ship-Thru: NBC Truck Equipment	\$0.00
	313	Ship-Thru: National Fleet Services	\$0.00
	31B	Ship-Thru: Reading Equipment	\$0.00
	31P	Ship-Thru: Roush Industries	\$0.00





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Available Options (cont'd) Selected Code		Description	MSRP
	31F	Ship-Thru: Venchurs Vehicle System	\$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
	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 ma	Vinyl 40/Mini-Console/40 Front Seat (Fleet) nual lumbar.	\$355.00
	4 Includes driver's side ma	Cloth 40/Mini-Console/40 Front Seat (Fleet) nual lumbar.	\$515.00
	595	Halogen Fog Lamps (Fleet)	\$130.00



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Available Opt	cions (cont'd)	Description	MSRP
	76R Requires valid FIN cod	Reverse Sensing System (Fleet) de.	\$245.00
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