NCSA Contract discount of 6% on all option pricing



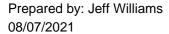
Prepared by: Jeff Williams 08/07/2021

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

2022 F-350 4x2 SD Super Cab 8' box 164" WB DRW XL (X3C)

Price Level: 230

Available Options Selected Code Description Packages 620A Order Code 620A	MSRP N/C
Includes: - Engine: 6.2L 2-Valve SOHC EFI NA V8 Flex-Fuel - Transmission: TorqShift 10-Speed Automatic Includes SelectShift and selectable drive modes: normal, tow/haul, eco, deep sand/snow and slippery Limited Slip w/3.73 Axle Ratio - GVWR: 14,000 lb Payload Package - Tires: LT245/75Rx17E BSW A/S (6) Spare may not be the same as road tire Wheels: 17" Argent Painted Steel Hub covers/center ornaments not included HD Vinyl 40/20/40 Split Bench Seat Includes center armrest, cupholder, storage and driver's side manual lumbar Radio: AM/FM Stereo w/MP3 Player Includes 4 speakers.	N/C
Includes: - Engine: 6.2L 2-Valve SOHC EFI NA V8 Flex-Fuel - Transmission: TorqShift 10-Speed Automatic Includes SelectShift and selectable drive modes: normal, tow/haul, eco, deep sand/snow and slippery Limited Slip w/3.73 Axle Ratio - GVWR: 14,000 lb Payload Package - Tires: LT245/75Rx17E BSW A/S (6) Spare may not be the same as road tire Wheels: 17" Argent Painted Steel Hub covers/center ornaments not included HD Vinyl 40/20/40 Split Bench Seat Includes center armest, cupholder, storage and driver's side manual lumbar Radio: AM/FM Stereo w/MP3 Player Includes 4 speakers.	N/C
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 SYNC Communications & Entertainment System Includes enhanced voice recognition with 911 Assist, 4.2" LCD center stack screen, AppLink and 1 small USB-C port. 	art-charging
Powertrain	
996 Engine: 6.2L 2-Valve SOHC EFI NA V8 Flex-Fuel	STD
99N Engine: 7.3L 2V DEVCT NA PFI V8	\$1,705.00
Includes: - Heavy-Duty Alternator (240 Amp)	
99T Engine: 6.7L 4V OHV Power Stroke V8 \$1	10,495.00
Includes manual push-button engine-exhaust braking and intelligent oil-life monitor. Includes: - 3.55 Axle Ratio - 175 Amp Heavy Duty Alternator - Dual 78-AH 750 CCA Batteries - 34 Gallon Fuel Tank	
44G Transmission: TorqShift 10-Speed Automatic	STD
Includes SelectShift and selectable drive modes: normal, tow/haul, eco, deep sand/snow and slippery.	
X3L Limited Slip w/3.73 Axle Ratio	STD





Price Level: 230

ns (cont'd)	Description	MSRP
X35	3.55 Axle Ratio	N/C
ХЗК	Limited Slip w/3.55 Axle Ratio	\$350.00
X4N	Limited Slip w/4.10 Axle Ratio	\$360.00
X4L	Limited Slip w/4.30 Axle Ratio	\$350.00
STDGV	GVWR: 14,000 lb Payload Package	STD
NONGV1	GVWR: 13,000 lb Payload Package	N/C
68L	GVWR: 13,000 lb Payload Package (68L)	N/C
TD8 Spare may not be the same as	Tires: LT245/75Rx17E BSW A/S (6) road tire.	STD
TBM Spare may not be the same as	Tires: LT245/75Rx17E BSW A/T (6) road tire.	\$165.00
64K Hub covers/center ornaments n	Wheels: 17" Argent Painted Steel ot included.	STD
64J Includes bright hub covers/cente	Wheels: 17" Forged Polished Aluminum er ornaments (4 aluminum outer and 2 steel inner).	\$600.00
945 Front and rear	Stainless Steel Wheel Covers (Pre- Installed)	\$380.00
512	Spare Tire, Wheel, Carrier & Jack	\$295.00
	X35 X3K X4N X4L STDGV NONGV1 68L TD8 Spare may not be the same as a second of the same as a se	X35 3.55 Axle Ratio X3K Limited Slip w/3.55 Axle Ratio X4N Limited Slip w/4.10 Axle Ratio X4L Limited Slip w/4.30 Axle Ratio STDGV GVWR: 14,000 lb Payload Package NONGV1 GVWR: 13,000 lb Payload Package 68L GVWR: 13,000 lb Payload Package 68L GVWR: 13,000 lb Payload Package (68L) TD8 Tires: LT245/75Rx17E BSW A/S (6) Spare may not be the same as road tire. TBM Tires: LT245/75Rx17E BSW A/T (6) Spare may not be the same as road tire. 64K Wheels: 17" Argent Painted Steel Hub covers/center ornaments not included. 64J Wheels: 17" Forged Polished Aluminum Includes bright hub covers/center ornaments (4 aluminum outer and 2 steel inner). 945 Stainless Steel Wheel Covers (Pre- Installed) Front and rear.

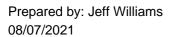


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2022 F-350 4x2 SD Super Cab 8' box 164" WB DRW XL (X3C)

Price Level: 230

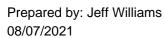
MSRP	Description	otions (cont'd)	Available O Selected
otional when (66D) Pickup Box Delete is	rd equipment; becomes opt	Spare tire is standar ordered.	
		m	Seats & Seat Tri
-	HD Vinyl 40/20/40, cupholder, storage and driver's s	A Includes center armrest,	\checkmark
	Cloth 40/20/40 Spl , cupholder, storage and driver's s	1 Includes center armrest,	
			Other Options
STD	164" Wheelbase	164WB	\checkmark
e \$395.00		96V Includes: - Chrome Front Bumper	
		- Chrome Rear Step Bui - Steering Wheel-Mount	
	mper ed Cruise Control	17S Includes STX fender ver Includes: - Bright Hub Covers - Chrome Front Bumper - Chrome Rear Step Bui - Steering Wheel-Mount - Wheels: 17" Forged Po	
t Group \$915.00	Power Equipment lock cylinder. Includes upgraded Power Heated Glass g, manually telescoping, heated c ck assive Anti-Theft System (PATS) eat Windows wn driver/passenger window.	90L Deletes passenger-side Includes: - Accessory Delay - Trailer Tow Mirrors w/F Includes manual folding signals Advanced Security Particuldes Securitock Particules Securitock Particules Securitock Particules Securitock Particules Securitock Particules Pawer Tailgate Lock	





Price Level: 230

Available Opt Selected	ions (cont'd)	Description	MSRP
	471	Camper Package	\$160.00
	Includes extra heavy options chosen. Not i camper certification. I specific trailer towing	service front springs (2 up upgrade above the spring computer selected service front springs have been computer selected as standard en NOTE 1: Salesperson's Source Book or Ford RV Trailer Towing Guide solor camper limits and corresponding required equipment, axle ratios and not deterioration of ride quality when vehicle is not equipped with camper.	quipment) and slide-in hould be consulted for
	67H	Heavy-Service Front Suspension Package	\$125.00
	chosen. Not included on vehicles which will apparatus which load	the front springs (1 up upgrade above the spring computer selected as a confirmal difference of the maximum springs have been computer selected as standard equipment of the permanently utilize aftermarket equipment such as heavy-duty winches, so the front axle to the specified Gross Axle Weight Rating (GAWR). NOT addition of this package. NOTE 2: May result in deterioration of ride qualing utility attachment.	nt). Recommended only brush guards or other E 1: Vehicle ride height
	66D	Pickup Box Delete	-\$625.00
	Deletes tie-down hoo (only on vehicles ove certification by a final	ks, tailgate, rearview camera, 7/4 pin connector and center high-mounted r 10,000 lbs. GVWR). Incomplete vehicle package - requires further man stage manufacturer. In addition, Ford urges manufacturers to follow the icle Manual and the Ford Truck Body Builder's Layout Book (and applicate)	ufacture and recommendations of the
	98F	CNG/Propane Gaseous Engine Prep Package	\$315.00
	CNG/propane fuel tar equipment combined CNG/propane fueled Company does not pr CNG or propane fuel. applicable U.S. or Ca installer, alterer or su complies with U.S. Fe	igine intake valves, valve seats and bi-fuel manifold. Note: This package of the	e fuel system. Additional convert the vehicle to a guide. Ford Motor en converted to use e will comply with all cturer (body-builder, use CNG or propanements, Federal fuel
	41H	Engine Block Heater	\$100.00
	62R Includes transmission	Transmission Power Take-Off Provision mounted live drive and stationary mode PTO.	\$280.00
	86A	Engine Idle Shut Down - 5 Minutes	\$250.00
	After a predetermined	If period, the engine PCM automatically shuts down the engine and trigge power to the accessories to minimize battery drain.	ers the accessory
	86B	Engine Idle Shut Down - 10 Minutes	\$250.00





Price Level: 230

Available C	Options (cont'd)	
Selected	Code	Description	MSRP
		ed period, the engine PCM automatically shuts down the engine and triggers the a power to the accessories to minimize battery drain.	ccessory
	86C	Engine Idle Shut Down - 15 Minutes	\$250.00
	After a predetermine module to shutdown	ed period, the engine PCM automatically shuts down the engine and triggers the a power to the accessories to minimize battery drain.	ccessory
	86D	Engine Idle Shut Down - 20 Minutes	\$250.00
	After a predetermine module to shutdown	ed period, the engine PCM automatically shuts down the engine and triggers the a power to the accessories to minimize battery drain.	ccessory
	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) c alert and trailer tow (BLIS sensor in taillamp).	\$540.00
	94P Includes Automatic	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

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.

Package

LED Box Lighting

5th Wheel/Gooseneck Hitch Prep

Includes LED Center High-Mounted Stop Lamp (CHMSL).

66L

53W

\$60.00

\$500.00



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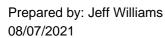
Price Level: 230

Available Options (cont'd)

Selected Code Description MSRP

Includes 5 pickup bed attachment points with plugs, 1 frame under-bed cross member and 1 integrated 7-pin connector on driver's side pickup bed wall. 5th wheel hitch compatibility: the 5th Wheel/Gooseneck Prep Package (53W) is compatible with the factory orderable 5th Wheel Hitch Kits (15K and 15L) and dealer-installed Ford accessories 5th Wheel Hitch Kit by Reese - part #BC3Z-19D520-A (8ft box only). The prep package is also compatible with Reese Signature Series 5th wheel hitch kits updated with a new Leg Service Kit - part #BC3Z-A00A25-A (8ft box only). The 5th Wheel Hitch Kit (15K), 5th Wheel Hitch Kit (15L) and dealer-installed Ford accessories 5th Wheel Hitch Kit by Reese - part #BC3Z-19D520-A is not released to the short box (6.75ft box). NOTE: the short pickup box provides less clearance between the cab and 5th wheel trailer compared to long box pickups. The receiver centerline of the hitch should be mounted at least 2" forward from the rear-axle of the truck chassis. When selecting a trailer and tow vehicle, it's critical that this combination provide clearance between the cab and tow vehicle for turns up to and including 90 degrees. Failure to follow this recommendation could result in the trailer contacting the cab of the tow vehicle during tight turns. Gooseneck hitch compatibility: the 5th Wheel/Gooseneck Prep Package (53W) is compatible only with the factory orderable Gooseneck Hitch Kit (15J) or dealer-installed Ford customer accessories Gooseneck Hitch by Reese - part #BC3Z-19F503-A (8ft box and 6.75 ft box).

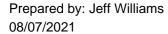
\$445.00	Platform Running Boards	☐ 18B
\$695.00	6" Angular Chrome Step Bar	18C
N/C	Center High-Mounted Stop Lamp (CHMSL)	59Н
Delete; replaced with a black cover; to rall other conditions.	vehicles over 10,000 lbs GVWR with 66D Pickup Box Delet Pickup Box Delete select 59H. CHMSL is standard under all	CHMSL is deleted fro add CHMSL with 66D
N/C	Front License Plate Bracket iring 2 license plates and optional to all others.	153 Standard in states re
	Rear View Camera & Prep Kit cludes cab wiring, frame wiring to the rear most cross memb ludes camera with mounting bracket, 14' jumper wire and ca chromic mirror.	
\$200.00 (CHMSL) with cargo light and rear	Rear CHMSL Camera screen. Includes LED Center High-Mounted Stop Lamp (CH	873 Display in center stac video camera.
\$1,655.00 trailer reverse guidance and LED	Camera System nera, 360 degree camera system, rear CHMSL camera, trail	53R Includes: - Lane Departure Wa - Ultimate Trailer Tow Includes rear view of center high-mounted
\$375.00	Tailgate Step & Handle	





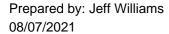
Price Level: 230

Available Option	ons (cont'd)	Description	MSRP
	85S	Tough Bed Spray-In Bedliner ox bed tie-down hooks and black bed attachment bolts.	\$595.00
\checkmark	PAINT	Monotone Paint Application	STD
	43B	Fixed Rear-Window w/Defrost	\$60.00
	435	Power-Sliding Rear-Window w/Defrost	\$405.00
	924	Privacy Glass	\$30.00
	43C Includes 1 in-dash mounted out	110V/400W Outlet tlet.	\$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 console.	Upfitter Switches (6)	\$165.00
\checkmark	587 Includes 4 speakers. Includes: - SYNC Communications & Ent Includes enhanced voice reco USB-C port.	Radio: AM/FM Stereo w/MP3 Player Fertainment System Ignition with 911 Assist, 4.2" LCD center stack screen, AppLink	STD and 1 smart-charging
	913	SYNC 3 Communications & Entertainment System	\$450.00





Price Level: 230			
Available C	Options (cont'd) Code	Description	MSRP
	zoom capability include	ce recognition, 8" LCD capacitive touch screen in center stack with swip and with available voice-activated touchscreen navigation system, 4.2" pr ssist, Apple CarPlay and Android Auto capability and 2 smart charging	oductivity screen in IP
	Hawaii. SiriusXM audio Radio Inc. If you decide thereafter and you will apply. To cancel you m	SiriusXM Radio paid subscription and 1 I/P mounted center speaker. Service is not avail and data services each require a subscription sold separately, or as a set to continue service after your trial, the subscription plan you choose we be charged according to your chosen payment method at then-current roust call SiriusXM at 1-866-635-2349. See SiriusXM Customer Agreemed All fees and programming subject to change. SiriusXM and all related mit Radio Inc.	package, by SiriusXM ill automatically renew rates. Fees and taxes ant for complete terms
	62X Defender Series by We	Aluminum Crossbed Toolbox (Pre- Installed) eather Guard.	\$575.00
	62Y Model #127-0-02 by W	Premium Aluminum Crossbed Toolbox (Pre-Installed) eather Guard.	\$790.00
	52R Requires second u	Stowable Loading Ramps (Pre- Installed) nit body.	\$695.00
	91S Includes dual beacon.	Amber 360 Degree LED Warn Strobes (Pre-Installed)	\$675.00
	91G Includes dual beacon.	Amber-Wht 360 Deg LED Warn Strobes (Pre-Installed)	\$725.00
	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

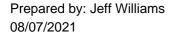




Price Level: 230

Available Option	ons (cont'd) 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
	87B	Bed Step	\$325.00
	85M	Bed Mat (Pre-Installed)	\$150.00
	61S	Front Splash Guards/Mud Flaps (Pre- Installed)	\$130.00
	628	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
	15K	32.5K 5th Wheel Hitch Kit (Pre- Installed)	\$1,495.00
	79V	COV Required	N/A
	C09	Priced DORA	N/C

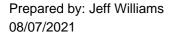
Fleet Options





Price Level: 230

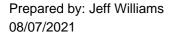
Available Opti	ions (cont'd)	Doscription	MSRP
	17F Requires valid FIN code.	Description XL Decor Group (LPO)	\$220.00
	- Chrome Front Bumper - Chrome Rear Step Bumper 525 Requires valid FIN code.	Steering Wheel-Mounted Cruise Control (LPO)	\$235.00
	942 Requires valid FIN code. The non-controllable 942 Daytil cluster controllable.	Daytime Running Lamps (DRL) (LPO) me Running Lamps (DRL) replace the standard Daytime Running L	\$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





Price Level: 230

Available (Options (cont'd) Code	Description	MSRP
	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
	31F	Ship-Thru: Venchurs Vehicle System	\$0.00
	31W	Ship-Thru: Knapheide - IN	N/C
	316	Ship-Thru: Westport Dallas Inc	\$0.00





Price Level: 230

Available O	ptions (cont'd) Code	Description	MSRP
	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 mant	Vinyl 40/Mini-Console/40 Front Seat (Fleet) ual lumbar.	\$355.00
	4 Includes driver's side manu	Cloth 40/Mini-Console/40 Front Seat (Fleet) ual lumbar.	\$515.00
	595	Halogen Fog Lamps (Fleet)	\$130.00
	76R Requires valid FIN cod	Reverse Sensing System (Fleet) de.	\$245.00

Emissions



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Available Options (cont'd)			
Selected	Code	Description	MSRP
\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