#### 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 4x4 SD Regular Cab 8' box 142" WB SRW XL (F3B)

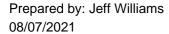
Price Level: 230

Available Op	otions		
Selected	Code	Description	MSRP
Packages			
$\checkmark$	610A	Order Code 610A	N/C
	- Transmission: Torc Includes SelectShii - 3.73 Axle Ratio - GVWR: 10,400 lb I - Tires: LT245/75Rx Spare may not be i - Wheels: 17" Argen Includes painted hu - HD Vinyl 40/20/40 Includes center arr - Radio: AM/FM Stei Includes 4 speaker - SYNC Communic	17E BSW A/S (4) the same as road tire. t Painted Steel ub covers/center ornaments. Split Bench Seat nrest, cupholder, storage and driver's side manual lumbar. reo 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 Alterna		
	99T	Engine: 6.7L 4V OHV Power Stroke V8 Turbo Diesel B20	\$10,495.00
	Includes manual pus Includes: - 3.31 Axle Ratio - 175 Amp Heavy Du - Dual 78-AH 750 Co - 29 Gallon Fuel Tar - GVWR: 11,000 lb I	CA Batteries nk	
$\checkmark$	44G	Transmission: TorqShift 10-Speed Automatic and selectable drive modes: normal, tow/haul, eco, deep sand/snow and s	STD
	molades Selectoffilt	and solvedable drive modes. Hollial, towindal, 600, deep sand/show and s	
$\checkmark$	X37	3.73 Axle Ratio	STD



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Available O Selected	ptions (cont'd) Code	Description	MSRP
	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: 10,400 lb Payload Package	STD
	NONGV	GVWR: 11,000 lb Payload Package	N/C
	NONGV1	GVWR: 10,900 lb Payload Package	N/C
	NONGV2	GVWR: 11,500 lb Payload Package	N/C
	NONGV3	GVWR: 11,400 lb Payload Package	N/C
	NONGV4	GVWR: 11,500 lb Payload Package w/A/T	N/C
	68D	GVWR: 10,000 lb Payload Package	N/C
	68L	GVWR: 11,400 lb Payload Package (68L)	N/C





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Available Op Selected	Code	Description	MSRP
Wheels & Tires			
$\checkmark$	TD8 Spare may not be th	Tires: LT245/75Rx17E BSW A/S (4) ne same as road tire.	STD
	TBM Spare may not be th	Tires: LT245/75Rx17E BSW A/T (4) ne same as road tire.	\$165.00
	TCD Spare may not be th	Tires: LT265/70Rx17E OWL A/T ne same as road tire.	\$455.00
	TCH Spare may not be tl	Tires: LT275/65Rx18E BSW A/S ne same as road tire.	N/C
	TDX Spare may not be tl	Tires: LT275/70Rx18E BSW A/T (4) ne same as road tire.	\$265.00
	TDU Spare may not be tl	Tires: LT275/70Rx18E OWL A/T (4) ne same as road tire.	\$290.00
$\checkmark$	64A Includes painted hu	Wheels: 17" Argent Painted Steel b covers/center ornaments.	STD
	648  Includes bright hub	Wheels: 18" Sparkle Silver Painted Cast Aluminum covers/center ornaments.	N/C
	64F Includes painted hu	Wheels: 18" Argent Painted Steel b covers/center ornaments.	\$455.00
	512 Spare tire is star ordered.	Spare Tire, Wheel, Carrier & Jack ndard equipment; becomes optional when (66D) Pickup Bo	\$295.00 ox Delete is

#### **Seats & Seat Trim**



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2022 F-350 4x4 SD Regular Cab 8' box 142" WB SRW XL (F3B)

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Available Op Selected	code (Cont'd)	Description Description	MSRP
$\checkmark$	A Includes center armre	HD Vinyl 40/20/40 Split Bench Seat est, cupholder, storage and driver's side manual lumbar.	STD
	1 Includes center armre	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
	Includes: - Bright Chrome Hub - Chrome Front Bump - Chrome Rear Step - Steering Wheel-Mo	Bumper	
	- Chrome Front Bump - Chrome Rear Step - Steering Wheel-Mo - Wheels: 18" Sparkle	Covers & Center Ornaments over Bumper	\$1,825.00
	Includes: - Accessory Delay - Trailer Tow Mirrors Includes manual folisignals Advanced Security Includes SecuriLock - Power Locks - Power Tailgate Loc Power Front Seat W	Reassive Anti-Theft System (PATS) and inclination/intrusion sensors.  Real of the state of the s	\$915.00
	17X	FX4 Off-Road Package	\$400.00



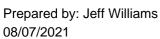
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# Available Options (cont'd)

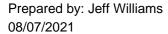
Selected Code **Description MSRP** Includes: Hill Descent Control Off-Road Specifically Tuned Shock Absorbers Includes front/rear.
- Transfer Case & Fuel Tank Skid Plates
- Unique FX4 Off-Road Box Decal \$250.00 473 Snow Plow Prep Package Includes computer selected springs for snowplow application. Note restrictions apply; see supplemental reference or body builders layout book for details. May result in deterioration of ride quality when vehicle is not equipped with snowplow. Dual battery (86M) recommended with 6.2L or 7.3L gasoline engines; see body builders layout book for \$160.00 471 Camper 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) 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 camper. Includes. - Rear Stabilizer Bar \$305.00 Snow Plow/Camper Package 47B Includes computer selected springs for snowplow application and 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) 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. Restrictions apply; see Supplemental Reference or Body Builders Layout Book for details. Expect firmer ride when vehicle is not equipped with snowplow and/or camper. NOTE 2: May result in deterioration of ride quality when vehicle is not equipped with snowplow and/or camper. NOTE 3: Dual battery (86M) recommended with 6.2L or 7.3L gasoline engines; See Body Builders Layout Book for details. Includes. - Rear Stabilizer Bar \$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





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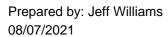
Available C	ptions (cont'd		
Selected	Code	Description	MSRP
	66D	Pickup Box Delete	-\$625.00
	(only on vehicles ov certification by a fins Ford Incomplete Ve Includes: - Rear Bumper Dele	oks, tailgate, rearview camera, 7/4 pin connector and center high-mounted er 10,000 lbs. GVWR). Incomplete vehicle package - requires further mand al stage manufacturer. In addition, Ford urges manufacturers to follow the i hicle Manual and the Ford Truck Body Builder's Layout Book (and applicat	ufacture and recommendations of the
	98F	CNG/Propane Gaseous Engine Prep	\$315.00
		Package	
	CNG/propane fuel to equipment combine CNG/propane fueled Company does not put to CNG or propane fuel applicable U.S. or Complies with U.S. It can be supported by the U.S. I	engine intake valves, valve seats and bi-fuel manifold. Note: This package anks, lines, etc. Vehicle will be equipped with the standard factory gasolined with certified calibration reflash is required, from an external upfitter, to od vehicle. See Alternative Fuel Buyers Guide: www.ford.com/altfuelbuyersgorovide an exhaust or evaporative emissions certificate with this option whele. Ford does not represent that a vehicle converted to use CNG or propantian safety standards. It is the responsibility of the final stage manufacubsequent stage manufacturer) to determine that any vehicle converted to Federal, California or Canadian exhaust and evaporative emission requirer, U.S. and Canadian safety standards, labeling and any other requirements.	e fuel system. Additiona onvert the vehicle to a guide. Ford Motor en converted to use e will comply with all sturer (body-builder, use CNG or propane ments, Federal fuel
	41P	Transfer Case & Fuel Tank Skid Plates	\$100.00
	41H	Engine Block Heater	\$100.00
	62R Includes transmissio	Transmission Power Take-Off Provision on mounted live drive and stationary mode PTO.	\$280.00
	86A	Engine Idle Shut Down - 5 Minutes	\$250.00
	After a predetermine	ed 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
	After a predetermine module to shutdown	ed period, the engine PCM automatically shuts down the engine and trigge a power to the accessories to minimize battery drain.	ers the accessory
	86C	Engine Idle Shut Down - 15 Minutes	\$250.00
		ed period, the engine PCM automatically shuts down the engine and trigge a power to the accessories to minimize battery drain.	ers the accessory
	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 trigge power to the accessories to minimize battery drain.	ers the accessory





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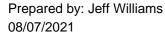
	98R	Operator Commanded Regeneration	<b>MSRP</b> \$250.00
		(OCR)	φ230.00
	86M	Dual 78 AH Battery	\$210.00
	66B	BoxLink	\$75.00
	60C	Audible Lane Departure Warning	\$115.00
	60B Includes cross-traffic alert and	Blind Spot Information System (BLIS) trailer tow (BLIS sensor in taillamp).	\$540.00
	15W Includes wireless and wired rer	12,000 lb Ford Performance Parts Winch by Warn note controls, 70-foot high-tensile strength and abrasion-resistant synth	\$3,000.00 etic line.
	94P Includes Automatic Emergency	Pre-Collision Assist  Braking (AEB), automatic high beam and forward collision warning.	Variable
	67E	240 Amp Alternator	\$85.00
R	67A Required when Snow Plo 66S) and 110V/400W Ou	332 Amp Alternator w Pkg. (473) or Snow Plow/Camper Pkg. (47B). Upfitter S utlet (43C) are ordered together.	N/C Switches
	67B	397 Amp Alternator	\$115.00
	66L Includes LED Center High-Mou	LED Box Lighting unted Stop Lamp (CHMSL).	\$60.00
	52B Verified to be compatible with s	Trailer Brake Controller select electric over hydraulic brakes. Includes smart trailer tow connector	\$270.00





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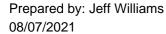
Available Op	tions (cont'd	)	
Selected	Code	Description	MSRP
	53W	5th Wheel/Gooseneck Hitch Prep Package	\$500.00
	connector on driver's (53W) is compatible accessories 5th Whe compatible with Ree A00A25-A (8ft box of accessories 5th Whe NOTE: the short pickups. The receive chassis. When select and tow vehicle for the trailer contacting the Wheel/Gooseneck F	ad attachment points with plugs, 1 frame under-bed cross member and a side pickup bed wall. 5th wheel hitch compatibility: the 5th Wheel/Go with the factory orderable 5th Wheel Hitch Kits (15K and 15L) and devel Hitch Kit by Reese - part #BC3Z-19D520-A (8t box only). The prey se Signature Series 5th wheel hitch kits updated with a new Leg Servenly). The 5th Wheel Hitch Kit (15K), 5th Wheel Hitch Kit (15L) and devel Hitch Kit by Reese - part #BC3Z-19D520-A is not released to the skup box provides less clearance between the cab and 5th wheel trailed the tring a trailer and tow vehicle, it's critical that this combination provide turns up to and including 90 degrees. Failure to follow this recommend cab of the tow vehicle during tight turns. Gooseneck hitch compatibility per Package (53W) is compatible only with the factory orderable Gool I customer accessories Gooseneck Hitch by Reese - part #BC3Z-19Fo	poseneck Prep Package aler-installed Ford to package is also ince Kit - part #BC3Z-taler-installed Ford thort box (6.75ft box). The rear-axle of the truck clearance between the cab lation could result in the ty: the 5th seneck Hitch Kit (15J) or
	18B	Platform Running Boards	\$320.00
	59H	Center High-Mounted Stop Lamp (CHMSL)	N/C
		om vehicles over 10,000 lbs GVWR with 66D Pickup Box Delete; repl D Pickup Box Delete select 59H. CHMSL is standard under all other c	
	153	Front License Plate Bracket	N/C
	Standard in states re	equiring 2 license plates and optional to all others.	
	872	Rear View Camera & Prep Kit	\$415.00
	Pre-installed content	t includes cab wiring, frame wiring to the rear most cross member and includes camera with mounting bracket, 14' jumper wire and camera r	
	072	Poor CHMSI Comoro	\$200.00
		ck screen. Includes LED Center High-Mounted Stop Lamp (CHMSL)	
	53R	Pro Trailer Backup Assist	\$1,655.00
	Includes: - Lane Departure Wa - Ultimate Trailer To Includes rear view center high-mounted	พ Camera System camera, 360 degree camera system, rear CHMSL camera, trailer reve	erse guidance and LED
	592	LED Roof Clearance Lights	\$95.00
	873 Display in center stavideo camera.  53R Includes: - Lane Departure Walls - Ultimate Trailer To Includes rear view center high-mounted	Rear CHMSL Camera  ck screen. Includes LED Center High-Mounted Stop Lamp (CHMSL) of the screen.  Pro Trailer Backup Assist  arning w Camera System camera, 360 degree camera system, rear CHMSL camera, trailer reverses to the screen.	\$1,655.





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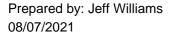
Available O	ptions (cont'd	) Description	MSRP
	85G	Tailgate Step & Handle	\$375.00
	85S Includes tailgate-gua	Tough Bed Spray-In Bedliner ard, black box bed tie-down hooks and black bed attachment bolts.	\$595.00
	43B	Fixed Rear-Window w/Defrost	\$60.00
	924	Privacy Glass	\$30.00
	43C Includes 1 in-dash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





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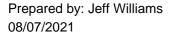
Available C	options (cont'c	1)	
Selected	Code	Description	MSRP
	398	SiriusXM Radio	\$185.00
	Hawaii. SiriusXM au Radio Inc. If you de thereafter and you v apply. To cancel yo	prepaid subscription and 1 I/P mounted center speaker. Service is not avaidio and data services each require a subscription sold separately, or as a cide to continue service after your trial, the subscription plan you choose will be charged according to your chosen payment method at then-current urants call SiriusXM at 1-866-635-2349. See SiriusXM Customer Agreem m. All fees and programming subject to change. SiriusXM and all related to the same programming subject to change.	a package, by SiriusXM will automatically renew rates. Fees and taxes tent for complete terms
	62X	Aluminum Crossbed Toolbox (Pre- Installed)	\$575.00
	Defender Series by	Weather 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	I unit body.	
	91S	Amber 360 Degree LED Warn Strobes (Pre-Installed)	\$675.00
	Includes dual beaco	on.	
	91G	Amber-Wht 360 Deg LED Warn Strobes (Pre-Installed)	\$725.00
	Includes dual beacc	,	
	87H	Black Molded Hood Deflector (Pre- Installed)	\$130.00
			¢250.00
	85L	Drop-In Bedliner (Pre-Installed)	\$350.00
	21D	Soft Folding Tonneau Pickup Box Cover (Pre-Installed)	\$525.00





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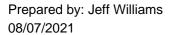
Available (	Options (cont'd)	Description	MSRP
	21E	Hard Folding Tonneau Pickup Box Cover (Pre-Installed)	\$995.00
	<b>2</b> 1J	Retractable Tonneau Pickup Box Cover (Pre-Installed)	\$1,695.00
	61L	Front Wheel Well Liners (Pre-Installed)	\$180.00
	61M	Rear Wheel Well Liners (Pre-Installed)	\$180.00
	61N	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
	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
	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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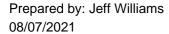
Available Op	tions (cont'd)	Description	MSRP
Fleet Options			
_			
	17F	XL Decor Group (LPO)	\$220.00
	Requires valid FIN code.		
	Includes: - Bright Chrome Hub Covers & - Chrome Front Bumper - Chrome Rear Step Bumper	Center Ornaments	
	525	Steering Wheel-Mounted Cruise Control (LPO)	\$235.00
	Requires valid FIN code.		
	942	Daytime Running Lamps (DRL) (LPO)	\$45.00
	Requires valid FIN code.	_ = = = = = = = = = = = = = = = = = = =	
		me Running Lamps (DRL) replace the standard Daytime Running Lar	mps (DRL) on/off
	51X	Spare Wheel & Tire Delete (LPO)	-\$85.00
	Requires valid FIN code.		
	Also deletes jack and frame-mo	ounted carrier.	
	926	Speed Limitation - 65-MPH Governed Top Speed (LPO)	\$80.00
	Requires valid FIN code.		
	927	Speed Limitation - 75-MPH Governed	\$80.00
		Top Speed (LPO)	
	Requires valid FIN code.		
	18L	Individual TPMS Delete (LPO)	N/C
	Requires valid FIN code.	• •	





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Available (	Options (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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MSRP
\$245.00
STD
N/C
N/C
N/C
N/C