

Item # 198

6% NCSA option discount on all listed options.

Option: Long Bed (157" WB) + \$1701.40 for all zones

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2024 F-150 4x4 SuperCrew Cab 5.5' box 145" WB XL (W1L)

Price Level: 415

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### Client Proposal

Prepared by:

Jeff Williams

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Date: 10/09/2023



Parks Ford | 601 DUNCAN HILL RD, HENDERSONVILLE, NC, 28792

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## 2024 F-150 4x4 SuperCrew Cab 5.5' box 145" WB XL (W1L)

Price Level: 415

### Available Options

Selected	Code	Description	MSRP
<b>Packages</b>			
<input checked="" type="checkbox"/>	101A	Equipment Group 101A Standard	N/C
<i>Includes:</i>			
<i>- Engine: 2.7L V6 EcoBoost</i>			
<i>Includes auto start-stop technology.</i>			
<i>- Transmission: Electronic 10-Speed Automatic</i>			
<i>Includes SelectShift with progressive range select and selectable drive modes: normal, ECO, sport, tow/haul, slippery, deep snow/sand and mud/rut.</i>			
<i>- 3.55 Axle Ratio</i>			
<i>- GVWR: 6,600 lbs Payload Package</i>			
<i>- Tires: 265/70R17 BSW A/T</i>			
<i>- Wheels: 17" Silver Steel</i>			
<i>- Cloth 40/20/40 Front Seat</i>			
<i>Includes 2-way manual driver/passenger and armrest.</i>			
<i>- Radio: AM/FM SiriusXM w/360L</i>			
<i>Includes 6 speakers and auxiliary audio input jack.</i>			
<i>- SYNC 4 w/Enhanced Voice Recognition</i>			
<i>Includes 12" LCD capacitive touchscreen with swipe capability, wireless phone connection, cloud connected, AppLink with App catalog, 911 Assist, Apple CarPlay and Android Auto compatibility, digital owners manual, conversational voice command recognition and connected navigation. Note: Navigation services require SYNC4 and FordPass Connect (optional on select vehicles). Eligible vehicles receive a complimentary 1-year trial of navigation services that begins on the new vehicle warranty start date. Customers must unlock the navigation service trial by activating the eligible vehicle with a FordPass member account. If not subscribed by the end of the complimentary period, the connected navigation service will terminate, and the system will revert to embedded offline navigation. Connected service and features depend on compatible AT&amp;T network availability. Evolving technology/cellular networks/vehicle capability may limit functionality and prevent operation of connected features. FordPass App, compatible with select smartphone platforms, is available via a download. Message and data rates may apply.</i>			
<input type="checkbox"/>	103A	Equipment Group 103A High	\$1,000.00
<i>Includes:</i>			
<i>- Engine: 2.7L V6 EcoBoost</i>			
<i>Includes auto start-stop technology.</i>			
<i>- Transmission: Electronic 10-Speed Automatic</i>			
<i>Includes SelectShift with progressive range select and selectable drive modes: normal, ECO, sport, tow/haul, slippery, deep snow/sand and mud/rut.</i>			
<i>- 3.55 Axle Ratio</i>			
<i>- GVWR: 6,600 lbs Payload Package</i>			
<i>- Tires: 265/70R17 BSW A/T</i>			
<i>- Wheels: 17" Silver Painted Aluminum</i>			
<i>- Cloth 40/20/40 Front Seat</i>			
<i>Includes 2-way manual driver/passenger and armrest.</i>			
<i>- Radio: AM/FM SiriusXM w/360L</i>			
<i>Includes 6 speakers and auxiliary audio input jack.</i>			
<i>- SYNC 4 w/Enhanced Voice Recognition</i>			
<i>Includes 12" LCD capacitive touchscreen with swipe capability, wireless phone connection, cloud connected, AppLink with App catalog, 911 Assist, Apple CarPlay and Android Auto compatibility, digital owners manual, conversational voice command recognition and connected navigation. Note: Navigation services require SYNC4 and FordPass Connect (optional on select vehicles). Eligible vehicles receive a complimentary 1-year trial of navigation services that begins on the new vehicle warranty start date. Customers must unlock the navigation service trial by activating the eligible vehicle with a FordPass member account. If not subscribed by the end of the complimentary period, the connected navigation service will terminate, and the system will revert to embedded offline navigation. Connected service and features depend on compatible AT&amp;T network availability. Evolving technology/cellular networks/vehicle capability may limit functionality and prevent operation of connected features. FordPass App, compatible with select smartphone platforms, is available via a download. Message and data rates may apply.</i>			
<i>- Chrome Bumpers</i>			
<i>- LED Fog Lamps</i>			
<i>- Rear Window Fixed Privacy Glass w/Defroster</i>			

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### Available Options (cont'd)

Selected	Code	Description	MSRP
<b>Powertrain</b>			
<input checked="" type="checkbox"/>	99P	Engine: 2.7L V6 EcoBoost <i>Includes auto start-stop technology.</i>	STD
<input type="checkbox"/>	995	Engine: 5.0L V8 <i>Includes auto start-stop technology.</i> <i>Includes:</i> - 3.31 Axle Ratio - GVWR: 7,050 lbs Payload Package	\$1,370.00
<input type="checkbox"/>	998	Engine: 3.5L V6 EcoBoost <i>Includes auto start-stop technology.</i> <i>Includes:</i> - 3.31 Axle Ratio - GVWR: 7,050 lb Payload Package	\$1,660.00
<input checked="" type="checkbox"/>	44G	Transmission: Electronic 10-Speed Automatic <i>Includes SelectShift with progressive range select and selectable drive modes: normal, ECO, sport, tow/haul, slippery, deep snow/sand and mud/rut.</i>	STD
<input checked="" type="checkbox"/>	X19	3.55 Axle Ratio	STD
<input type="checkbox"/>	X27	3.31 Axle Ratio	N/C
<input type="checkbox"/>	XL3	Electronic Locking w/3.31 Axle Ratio	\$420.00
<input type="checkbox"/>	XL9	Electronic Locking w/3.55 Axle Ratio	\$470.00
<input type="checkbox"/>	XL6	Electronic Locking w/3.73 Axle Ratio	\$570.00
<input checked="" type="checkbox"/>	STDGV	GVWR: 6,600 lbs Payload Package	STD
<input type="checkbox"/>	NONGV1	GVWR: 7,050 lbs Payload Package	N/C

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### Available Options (cont'd)

Selected	Code	Description	MSRP
<input type="checkbox"/>	NONGV2	GVWR: 7,050 lb Payload Package	N/C

#### Wheels & Tires

<input checked="" type="checkbox"/>	STDTR	Tires: 265/70R17 BSW A/T	STD
<input checked="" type="checkbox"/>	64C	Wheels: 17" Silver Steel	STD
<input type="checkbox"/>	NONWL	Wheels: 17" Silver Painted Aluminum	N/C

#### Seats & Seat Trim

<input checked="" type="checkbox"/>	C	Cloth 40/20/40 Front Seat <i>Includes 2-way manual driver/passenger and armrest.</i>	STD
<input type="checkbox"/>	A	Vinyl 40/20/40 Front Seat	N/C

#### Other Options

<input checked="" type="checkbox"/>	145WB	145" Wheelbase	STD
<input checked="" type="checkbox"/>	STDRD	Radio: AM/FM SiriusXM w/360L <i>Includes 6 speakers and auxiliary audio input jack.</i> <i>Includes:</i> <i>- SYNC 4 w/Enhanced Voice Recognition</i> <i>Includes 12" LCD capacitive touchscreen with swipe capability, wireless phone connection, cloud connected, AppLink with App catalog, 911 Assist, Apple CarPlay and Android Auto compatibility, digital owners manual, conversational voice command recognition and connected navigation. Note: Navigation services require SYNC4 and FordPass Connect (optional on select vehicles). Eligible vehicles receive a complimentary 1-year trial of navigation services that begins on the new vehicle warranty start date. Customers must unlock the navigation service trial by activating the eligible vehicle with a FordPass member account. If not subscribed by the end of the complimentary period, the connected navigation service will terminate, and the system will revert to embedded offline navigation. Connected service and features depend on compatible AT&amp;T network availability. Evolving technology/cellular networks/vehicle capability may limit functionality and prevent operation of connected features. FordPass App, compatible with select smartphone platforms, is available via a download. Message and data rates may apply.</i>	STD
<input type="checkbox"/>	53T	Tow/Haul Package <i>Includes:</i> <i>- Integrated Trailer Brake Controller</i> <i>- Electronic Locking w/3.55 Axle Ratio</i> <i>- Upgraded Rear Bumper</i>	\$785.00

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### Available Options (cont'd)

Selected	Code	Description	MSRP
<input type="checkbox"/>	41H	Engine Block Heater	\$90.00
<input type="checkbox"/>	18B	Black Platform Running Boards	\$250.00
<input type="checkbox"/>	924	Rear Window Fixed Privacy Glass w/Defroster	\$100.00
<input type="checkbox"/>	67T	Integrated Trailer Brake Controller	\$275.00
<input type="checkbox"/>	153	Front License Plate Bracket <i>Standard in states where required by law, optional to all others.</i>	N/C
<input type="checkbox"/>	90B	Matte Black Aluminum Crossbed Toolbox  Ford accessory. <i>By Weather Guard. (Model # 127-52-03).</i>	\$950.00
<input type="checkbox"/>	90P	Bright Aluminum Crossbed Toolbox  Ford accessory. <i>By Weather Guard. (Model # 127-0-03).</i>	\$950.00
<input type="checkbox"/>	96W	Tough Bed Spray-In Bedliner  Ford accessory.	\$595.00
<input type="checkbox"/>	96P	Plastic Drop-In Bedliner  Ford accessory.	\$350.00
<input type="checkbox"/>	66C	Paint Protection Film  Ford accessory.	\$400.00
<input type="checkbox"/>	96X	Hard Folding Tonneau Pickup Box Cover  Ford accessory.	\$1,200.00

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### Available Options (cont'd)

Selected	Code	Description	MSRP
<input type="checkbox"/>	96T	Soft Folding Tonneau Pickup Box Cover	\$590.00
	Ford accessory.		
<input type="checkbox"/>	96J	Retractable Tonneau Pickup Box Cover	\$2,200.00
	Ford accessory.		
<input checked="" type="checkbox"/>	PAINT	Monotone Paint Application	STD
<input type="checkbox"/>	79V	COV Required	N/A
<input type="checkbox"/>	C09	Priced DORA	N/C

### Dealer Installed Options

<input type="checkbox"/>	B5ZAN	40/20/40 Removable Cup Tray	\$70.00
	<i>Shipped separately from the vehicle for dealer installation.</i>		
<input type="checkbox"/>	FIXAC	Ash Cup w/Lighter	\$110.00
	<i>Shipped separately from the vehicle for dealer installation.</i>		
<input type="checkbox"/>	FIRAD	Horizontal Bed Cargo Net	\$80.00
	<i>Shipped separately from the vehicle for dealer installation.</i>		
<input type="checkbox"/>	FIRAE	Vertical Bed Cargo Net	\$80.00
	<i>Shipped separately from the vehicle for dealer installation.</i>		
<input type="checkbox"/>	A9VAB	Removable Bed Mat	\$215.00
	<i>Shipped separately from the vehicle for dealer installation.</i>		
<input type="checkbox"/>	A7EAB	Bed Tailgate Lock by McGard	\$70.00
	<i>Shipped separately from the vehicle for dealer installation.</i>		
<input type="checkbox"/>	FIEAB	Chromed Exhaust Tips	\$135.00

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### Available Options (cont'd)

Selected	Code	Description	MSRP
		<i>Shipped separately from the vehicle for dealer installation.</i>	
<input type="checkbox"/>	CJWAL	Black Tailgate Decal <i>Shipped separately from the vehicle for dealer installation.</i>	\$70.00
<input type="checkbox"/>	AHQAB	First Aid Kit w/Ford Logo <i>Shipped separately from the vehicle for dealer installation.</i>	\$50.00
<input type="checkbox"/>	FIMAC	Front & Rear Molded Splash Guards <i>Without wheelip molding. Shipped separately from the vehicle for dealer installation.</i>	\$205.00
<input type="checkbox"/>	AD8BE	Illuminated Ford Logo Badge <i>Shipped separately from the vehicle for dealer installation.</i>	\$410.00
<input type="checkbox"/>	J4JAE	In-Vehicle Safe By Console Vault <i>Shipped separately from the vehicle for dealer installation.</i>	\$400.00
<input type="checkbox"/>	FHLAF	Pivot Storage Box by UnderCover - Right Hand Side <i>Shipped separately from the vehicle for dealer installation.</i>	\$290.00
<input type="checkbox"/>	AHMAB	Road Side Assistance Kit w/Ford Logo <i>Shipped separately from the vehicle for dealer installation.</i>	\$70.00
<input type="checkbox"/>	AHMAD	Commercial US Road Side Assistance Kit <i>Shipped separately from the vehicle for dealer installation.</i>	\$230.00
<input type="checkbox"/>	FIBAB	Sportliner by BedRug <i>Shipped separately from the vehicle for dealer installation.</i>	\$550.00
<input type="checkbox"/>	DWNAB	Tailgate Viscous Dampening <i>Shipped separately from the vehicle for dealer installation.</i>	\$165.00
<input type="checkbox"/>	FISAC	Exposed Wheel Lock Kit <i>Shipped separately from the vehicle for dealer installation.</i>	\$80.00

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### Available Options (cont'd)

Selected	Code	Description	MSRP
<input type="checkbox"/>	FISAB	Hidden Lugs Wheel Lock Kit <i>Shipped separately from the vehicle for dealer installation.</i>	\$80.00

<input type="checkbox"/>	AILDS	Side Window Air Deflector	\$150.00
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### Fleet Options

<input type="checkbox"/>	94S	Amber Strobe Color LED Warning Beacons  Requires valid FIN code. <i>By Sound Off Signal. Includes center high-mounted stop light bar and 2 roof mounted beacons that provide 360 degree visibility.</i>	\$650.00
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<input type="checkbox"/>	94W	Amber/White Strobe Color LED Warning Beacons  Requires valid FIN code. <i>By Sound Off Signal. Includes center high-mounted stop light bar and 2 roof mounted beacons that provide 360 degree visibility.</i>	\$650.00
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<input type="checkbox"/>	85H	Back-Up Alarm System  Requires valid FIN code.	\$220.00
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<input type="checkbox"/>	942	Daytime Running Lamps  Requires valid FIN code. <i>Non-controllable.</i>	\$45.00
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<input type="checkbox"/>	87B	Ford Commercial Graphics (6 Square Feet)  25 vehicle order minimum. Graphic design must be completed and approved by Ford prior to ordering vehicle in CONCEPS. <i>Includes up to 6 square feet.</i>	\$300.00
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<input type="checkbox"/>	87C	Ford Commercial Graphics (10 Square Feet)  25 vehicle order minimum. Graphic design must be completed and approved by Ford prior to ordering vehicle in CONCEPS. <i>Includes up to 10 square feet.</i>	\$350.00
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### Available Options (cont'd)

Selected	Code	Description	MSRP
<input type="checkbox"/>	87D	Ford Commercial Graphics (18 Square Feet)  25 vehicle order minimum. Graphic design must be completed and approved by Ford prior to ordering vehicle in CONCEPS. <i>Includes up to 18 square feet.</i>	\$450.00
<input type="checkbox"/>	87E	Ford Commercial Graphics (25 Square Feet)  25 vehicle order minimum. Graphic design must be completed and approved by Ford prior to ordering vehicle in CONCEPS. <i>Includes up to 25 square feet.</i>	\$575.00
<input type="checkbox"/>	87F	Ford Commercial Graphics (40 Square Feet)  25 vehicle order minimum. Graphic design must be completed and approved by Ford prior to ordering vehicle in CONCEPS. <i>Includes up to 40 square feet.</i>	\$725.00
<input type="checkbox"/>	87G	Ford Commercial Graphics (55 Square Feet)  25 vehicle order minimum. Graphic design must be completed and approved by Ford prior to ordering vehicle in CONCEPS. <i>Includes up to 55 square feet.</i>	\$875.00
<input type="checkbox"/>	87H	Ford Commercial Graphics (70 Square Feet)  25 vehicle order minimum. Graphic design must be completed and approved by Ford prior to ordering vehicle in CONCEPS. <i>Includes up to 70 square feet.</i>	N/A
<input type="checkbox"/>	D9K	Built: Kansas City Plant	N/C
<input type="checkbox"/>	D9F	Built: DRB Truck	N/C
<input type="checkbox"/>	31V	Ship-Thru: Adrian Steel	N/C

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### Available Options (cont'd)

Selected	Code	Description	MSRP
<input type="checkbox"/>	310	Ship-Thru: Alt Fuel Innovations	\$0.00
<input type="checkbox"/>	31F	Ship-Thru: Altec	\$0.00
<input type="checkbox"/>	31J	Ship-Thru: Bobs Services LLC	\$0.00
<input type="checkbox"/>	31X	Ship-Thru: Canfield Equipment Inc.	Variable
<input type="checkbox"/>	31G	Ship-Thru: Dejana	N/C
<input type="checkbox"/>	31A	Ship Thru: Holman	Variable
<input type="checkbox"/>	315	Ship-Thru: KC Truck Systems	\$0.00
<input type="checkbox"/>	31K	Ship-Thru: Knapheide Truck Equipment	Variable
<input type="checkbox"/>	31P	Ship-Thru: Kranz Automotive	N/C
<input type="checkbox"/>	31M	Ship-Thru: Manning Light Truck Equipment	\$0.00
<input type="checkbox"/>	31Q	Ship-Thru: Masterack	N/C
<input type="checkbox"/>	312	Ship-Thru: Midway Specialty Vehicles Inc	N/C
<input type="checkbox"/>	31C	Ship-Thru: Monroe Truck Equipment	\$0.00
<input type="checkbox"/>	31N	Ship-Thru: NBC Truck Equipment	Variable
<input type="checkbox"/>	31W	Ship-Thru: National Fleet Services	\$0.00

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**Available Options (cont'd)**

Selected	Code	Description	MSRP
<input type="checkbox"/>	314	Ship-Thru: Reading Equipment & Distribution	N/C
<input type="checkbox"/>	31B	Ship-Thru: Reading Equipment & Distribution	Variable
<input type="checkbox"/>	31S	Ship-Thru: Roush Industries	Variable
<input type="checkbox"/>	313	Ship-Thru: Utilimaster	N/C
<input type="checkbox"/>	311	Ship-Thru: Monroe Truck Equipment	\$0.00
<input type="checkbox"/>	FLADCR	Fleet Advertising Credit	N/A
<input checked="" type="checkbox"/>	WARANT	Fleet Customer Powertrain Limited Warranty	N/C
Requires valid FIN code.			
<i>Ford is increasing the 5-year 60,000-mile limited powertrain warranty to 5-years, 100,000 miles. Only Fleet purchasers with a valid Fleet Identification Number (FIN code) will receive the extended warranty. When the sale is entered into the sales reporting system with a sales type fleet along with a valid FIN code, the warranty extension will automatically be added to the vehicle. The extension will stay with the vehicle even if it is subsequently sold to a non-fleet customer before the expiration. This extension applies to both gas and diesel powertrains. Dealers can check for the warranty extension on eligible fleet vehicles in OASIS. Please refer to the Warranty and Policy Manual section 3.13.00 Gas Engine Commercial Warranty. This change will also be reflected in the printed Warranty Guided distributed with the purchase of every new vehicle.</i>			
<input type="checkbox"/>	FINAL1	Fleet Final Order Date: TBD	N/C
<input type="checkbox"/>	56M	Ford US National Fleet Incentives Ford US National - 09/18/23	\$0.00
<input type="checkbox"/>	T7C	Tires: LT265/70R17C BSW A/T (Fleet)	\$295.00
Requires valid FIN code.			
<input type="checkbox"/>	91P	8-Way Power Driver's Seat w/Power Lumbar (Fleet)	\$350.00

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Available Options (cont'd)

Selected	Code	Description	MSRP
		Requires valid FIN code.	

Emissions

<input checked="" type="checkbox"/>	425	50 State Emissions System	STD
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General Info

<input type="checkbox"/>	ORDER1	Initial Order Date: 09/13/2023	N/C
<input type="checkbox"/>	START1	Start-Up Date: TBD	N/C
<input type="checkbox"/>	BUILD1	Build-Out Date: TBD	N/C

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