

Specification #22

6% Option Discount



Prepared by: Jeff Williams
10/13/2020

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

2021 F-150 4x2 Regular Cab Styleside 6.5' box 122" WB XL (F1C)

Price Level: 120

Available Options

Selected	Code	Description	MSRP
----------	------	-------------	------

Packages

<input checked="" type="checkbox"/>	100A	Equipment Group 100A Standard	N/C
-------------------------------------	------	-------------------------------	-----

Includes:
 - Engine: 3.3L V6 PFDI
 Includes auto start-stop technology and flex-fuel capability.
 - Transmission: Electronic 10-Speed Automatic
 Includes selectable drive modes: normal, ECO, sport, tow/haul, slippery and trail.
 - 3.55 Axle Ratio
 - GVWR: 6,100 lbs Payload Package
 - Tires: 245/70R17 BSW A/S
 - Wheels: 17" Silver Steel
 - Cloth 40/20/40 Front Seat
 Includes 2-way manual driver/passenger adjustment and armrest.
 - Radio: AM/FM Stereo w/4 Speakers
 Includes auxiliary audio input jack.
 - SYNC 4
 Includes 8" LCD capacitive touchscreen with swipe capability, wireless phone connection, cloud connected, AppLink with App catalog, 911 Assist, Apple CarPlay and Android Auto compatibility and digital owners manual.

<input type="checkbox"/>	101A	Equipment Group 101A High - Option Discount	\$2,080.00 \$1955.00
--------------------------	------	--	------------------------------------

Includes:
 - Engine: 3.3L V6 PFDI
 Includes auto start-stop technology and flex-fuel capability.
 - Transmission: Electronic 10-Speed Automatic
 Includes selectable drive modes: normal, ECO, sport, tow/haul, slippery and trail.
 - 3.55 Axle Ratio
 - GVWR: 6,100 lbs Payload Package
 - Tires: 245/70R17 BSW A/S
 - Wheels: 17" Silver Steel
 - Cloth 40/20/40 Front Seat
 Includes 2-way manual driver/passenger adjustment and armrest.
 - Radio: AM/FM Stereo w/4 Speakers
 Includes auxiliary audio input jack.
 - SYNC 4
 Includes 8" LCD capacitive touchscreen with swipe capability, wireless phone connection, cloud connected, AppLink with App catalog, 911 Assist, Apple CarPlay and Android Auto compatibility and digital owners manual.
 - XL Power Equipment Group
 - Power Glass Sideview Mirrors w/Black Skull Caps
 Includes heat and manual-folding.
 - Illuminated Entry
 - MyKey
 - Perimeter Alarm
 - Power Door Locks
 Includes flip key and integrated key transmitter keyless-entry (includes Autolock).
 - Power Tailgate Lock
 - Power Front Windows
 - Cruise Control
 - Reverse Sensing System

Powertrain

<input checked="" type="checkbox"/>	99B	Engine: 3.3L V6 PFDI	STD
-------------------------------------	-----	----------------------	-----

Includes auto start-stop technology and flex-fuel capability.

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.

Note: .



Prepared by: Jeff Williams
10/13/2020

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

2021 F-150 4x2 Regular Cab Styleside 6.5' box 122" WB XL (F1C)

Price Level: 120

Available Options (cont'd)

Selected	Code	Description	MSRP
<input type="checkbox"/>	99P	Engine: 2.7L V6 EcoBoost <i>Includes auto start-stop technology.</i> <i>Includes:</i> - GVWR: 6,070 lb Payload Package	\$1,195.00 #1123³⁰
<input type="checkbox"/>	995	Engine: 5.0L V8 <i>Includes auto start-stop technology and flex-fuel capability.</i> <i>Includes:</i> - 3.15 Axle Ratio - GVWR: 6,200 lbs Payload Package	\$1,995.00 #1875³⁰
<input checked="" type="checkbox"/>	44G	Transmission: Electronic 10-Speed Automatic <i>Includes selectable drive modes: normal, ECO, sport, tow/haul, slippery and trail.</i>	STD
<input checked="" type="checkbox"/>	X19	3.55 Axle Ratio	STD
<input type="checkbox"/>	X15	3.15 Axle Ratio	N/C
<input type="checkbox"/>	X26	3.73 Axle Ratio	\$80.00 #75³⁰
<input type="checkbox"/>	XL3	Electronic Locking w/3.31 Axle Ratio	\$420.00 #394³⁰
<input type="checkbox"/>	XL9	Electronic Locking w/3.55 Axle Ratio	\$470.00 #441³⁰
<input type="checkbox"/>	XL6	Electronic Locking w/3.73 Axle Ratio	\$570.00 #535³⁰
<input checked="" type="checkbox"/>	STDGV	GVWR: 6,100 lbs Payload Package	STD
<input type="checkbox"/>	NONGV	GVWR: 6,070 lb Payload Package	N/C
<input type="checkbox"/>	NONGV1	GVWR: 6,200 lbs Payload Package	N/C

Wheels & Tires

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.

Note:



Prepared by: Jeff Williams
10/13/2020

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

2021 F-150 4x2 Regular Cab Styleside 6.5' box 122" WB XL (F1C)

Price Level: 120

Available Options (cont'd)

Selected	Code	Description	MSRP
<input checked="" type="checkbox"/>	STDTR	Tires: 245/70R17 BSW A/S	STD
<input checked="" type="checkbox"/>	64C	Wheels: 17" Silver Steel	STD
<input type="checkbox"/>	64F	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 adjustment and armrest.</i>	STD
<input type="checkbox"/>	A	Vinyl 40/20/40 Front Seat	N/C
Other Options			
<input checked="" type="checkbox"/>	122WB	122" Wheelbase	STD
<input checked="" type="checkbox"/>	PAINT	Monotone Paint Application	STD
<input checked="" type="checkbox"/>	STDRD	Radio: AM/FM Stereo w/4 Speakers <i>Includes auxiliary audio input jack. Includes: - SYNC 4 Includes 8" LCD capacitive touchscreen with swipe capability, wireless phone connection, cloud connected, Applink with App catalog, 911 Assist, Apple CarPlay and Android Auto compatibility and digital owners manual.</i>	STD
<input type="checkbox"/>	582	Radio: AM/FM SiriusXM w/360L <i>Includes a three (3)-month prepaid subscription. Service is not available in Alaska and Hawaii. Trial length and service availability may vary by model, model year or trim. Details: SiriusXM audio and data services each require a subscription sold separately, or as a package, by Sirius XM Radio Inc. Your SiriusXM service will automatically stop at the end of your trial unless you decide to subscribe. 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. Not all vehicles or devices are capable of receiving all services offered by SiriusXM. Current information and features may not be available in all locations, or on all receivers. Satellite and streaming lineups vary slightly. 2020 Sirius XM Radio Inc. Sirius, XM, SiriusXM and all related marks and logos are trademarks of Sirius XM Radio Inc.</i>	N/C
<input type="checkbox"/>	86A_	XL Chrome Appearance Package - Option Discount	\$775.00 \$728.00

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.

Note: .



Prepared by: Jeff Williams
10/13/2020

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

2021 F-150 4x2 Regular Cab Styleside 6.5' box 122" WB XL (F1C)

Price Level: 120

Available Options (cont'd)

Selected	Code	Description	MSRP
<input type="checkbox"/>	85A	Includes: - Wheels: 17" Silver Painted Aluminum - Front & Rear Chrome Bumpers - Fog Lamps XL Power Equipment Group	\$970.00 \$911.80
<input type="checkbox"/>	98G	Includes: - Power Glass Sideview Mirrors w/Black Skull Caps Includes heat and manual-folding. - Illuminated Entry - MyKey - Perimeter Alarm - Power Door Locks Includes flip key and integrated key transmitter keyless-entry (includes Autolock). - Power Tailgate Lock - Power Front Windows CNG/Propane Gaseous Engine Prep Package	\$315.00 \$256.00
<input type="checkbox"/>	53B	Class IV Trailer Hitch Receiver Ordering the Trailer Tow Package does not include Integrated Brake Controller (67T). Integrated Brake Controller (67T) is a standalone option and must be ordered separately. Includes towing capability up to TBD lbs. on 3.3L V6 PFDI engine (99B) and 2.7L EcoBoost engine (99P) or up to TBD lbs. on 3.5L EcoBoost engine (998) and 5.0L V8 engine (995), 7-pin wiring harness with 7-pin-to-4-pin adapter and smart trailer tow connector (Includes BLIS w/trailer tow coverage where BLIS is available.)	\$205.00 \$192.00
<input type="checkbox"/>	43A	Ford Co-Pilot360 2.0 Includes: - Pre-Collision Assist w/Automatic Emergency Braking Includes pedestrian detection, forward collision warning and dynamic brake support. - BLIS w/Cross-Traffic Alert - Lane-Keeping System Includes lane-keeping alert, lane-keeping aid and driver alert. - Rear View Camera - Auto High Beam - Reverse Sensing System - Reverse Brake Assist - Post-Collision Braking	\$655.00 \$615.00
<input type="checkbox"/>	17T	Tow Technology Package	\$880.00 \$827.00

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.

Note: .



Prepared by: Jeff Williams
10/13/2020

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

2021 F-150 4x2 Regular Cab Styleside 6.5' box 122" WB XL (F1C)

Price Level: 120

Available Options (cont'd)

Selected	Code	Description	MSRP
		<i>Includes smart trailer tow connector and BLIS with trailer tow coverage where BLIS is available. Includes: - Pro Trailer Backup Assist - 360 Degree Camera Includes trailer reverse guidance. - Integrated Trailer Brake Controller</i>	
<input type="checkbox"/>	53A	Trailer Tow Package	\$975.00 MSRP Variable \$916.50
		Ordering the Trailer Tow Package does not include Trailer Tow Mirrors. Trailer Tow Mirrors are a standalone option and must be ordered separately. (Option Code: 54Y/59S). <i>Towing capability up to TBD lbs. Includes tailgate LED. Includes: - Class IV Trailer Hitch Receiver Includes towing capability up to TBD lbs. on 3.3L V6 PFDI engine (99B) and 2.7L EcoBoost engine (99P) or up to TBD lbs. on 3.5L EcoBoost engine (998) and 5.0L V8 engine (995), 7-pin wiring harness with 7-pin-to-4-pin adapter and smart trailer tow connector (includes BLIS w/trailer tow coverage where BLIS is available.). - Integrated Trailer Brake Controller</i>	
<input type="checkbox"/>	50M	Interior Work Surface	\$165.00 \$155.00
<input type="checkbox"/>	41H	Engine Block Heater	\$90.00 \$84.00
<input type="checkbox"/>	18B	Black Platform Running Boards	\$250.00 \$235.00
<input type="checkbox"/>	63T	Tailgate Step w/Tailgate Work Surface	\$430.00 \$404.00
<input type="checkbox"/>	55B	BoxLink	\$80.00 \$75.00
		<i>Includes 4 premium locking cleats.</i>	
<input type="checkbox"/>	54R	Power Glass Heated Sideview Mirrors	\$305.00 \$286.70
		<i>Includes manual folding, turn signal and black skull caps. Includes: - Auto-Dimming Rearview Mirror</i>	
<input type="checkbox"/>	59S	LED Sideview Mirror Spotlights	\$175.00 \$164.00
		<i>Includes high-intensity LED security approach lamps.</i>	
<input type="checkbox"/>	924	Rear Window Fixed Privacy Glass	\$100.00 \$94.00
<input type="checkbox"/>	57Q	Rear Window Defroster	\$220.00 \$206.00

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.

Note: .



Prepared by: Jeff Williams
10/13/2020

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

2021 F-150 4x2 Regular Cab Styleside 6.5' box 122" WB XL (F1C)

Price Level: 120

Available Options (cont'd)

Selected	Code	Description	MSRP
<input type="checkbox"/>	76R	Reverse Sensing System	\$275.00 #258
<input type="checkbox"/>	595_	Fog Lamps	\$140.00 #131.00
<input type="checkbox"/>	168_	Color-Coordinated Carpet w/Carpeted Floor Mats	\$145.00 #136.30
<input type="checkbox"/>	67T	Integrated Trailer Brake Controller	\$275.00 #258
<input type="checkbox"/>	524_	SYNC 4 w/Enhanced Voice Recognition	\$325.00 #305.00
<p><i>Includes 8" 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 SYNC 4 and FordPass Connect (optional on select vehicles), complimentary connect service and the FordPass app (see FordPass Terms for details). Customer receives a complimentary 90-day trial of navigation services when an eligible vehicle is added to a member's FordPass account. Trial period begins on the new vehicle warranty start date. At the end of the complimentary period, navigation service will terminate. Connected service and features depend on compatible AT&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></p> <p><i>Includes:</i></p> <p><i>- Radio: AM/FM SiriusXM w/360L</i></p> <p><i>Includes a three (3)-month prepaid subscription. Service is not available in Alaska and Hawaii Trial length and service availability may vary by model, model year or trim. Details: SiriusXM audio and data services each require a subscription sold separately, or as a package, by Sirius XM Radio Inc. Your SiriusXM service will automatically stop at the end of your trial unless you decide to subscribe. 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. Not all vehicles or devices are capable of receiving all services offered by SiriusXM. Current information and features may not be available in all locations, or on all receivers. Satellite and streaming lineups vary slightly. 2020 Sirius XM Radio Inc. Sirius, XM, SiriusXM and all related marks and logos are trademarks of Sirius XM Radio Inc.</i></p>			
<input type="checkbox"/>	153	Front License Plate Bracket	N/C
<p><i>Standard in states requiring 2 license plates, optional to all others.</i></p>			
<input type="checkbox"/>	90B	Aluminum Crossbed Toolbox by Weather Guard	\$625.00 #587.00
<p>Ford accessory. <i>Defender series.</i></p>			
<input type="checkbox"/>	90P	Premium Aluminum Crossbed Storage Toolbox	\$795.00 #747.00
<p>Ford accessory.</p>			

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.

Note: .



Prepared by: Jeff Williams
10/13/2020

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

2021 F-150 4x2 Regular Cab Styleside 6.5' box 122" WB XL (F1C)

Price Level: 120

Available Options (cont'd)

Selected	Code	Description	MSRP
		<i>By Weather Guard. (Model # 127-0-02).</i>	
<input type="checkbox"/>	96W	Tough Bed Spray-In Bedliner	\$595.00
		Ford accessory.	\$559 ³⁰
<input type="checkbox"/>	96P	Plastic Drop-In Bedliner	\$350.00
		Ford accessory.	\$329 ⁰⁰
<input type="checkbox"/>	90R	Stowable Loading Ramps	\$595.00
		Ford accessory.	\$559 ³⁰
<input type="checkbox"/>	96X	Hard Folding Tonneau Box Cover	\$995.00
		Ford accessory.	\$935 ³⁰
<input type="checkbox"/>	96T	Soft Folding Tonneau Box Cover	\$525.00
		Ford accessory.	\$493 ³⁰
<input type="checkbox"/>	96J	Retractable Tonneau Pickup Box Cover	\$995.00
		Ford accessory.	\$935 ³⁰
<input type="checkbox"/>			
<input type="checkbox"/>			

Dealer Installed Options

Late availability for fleet.

Shipped separately from the vehicle for dealer installation.

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.

Note: .



Prepared by: Jeff Williams
10/13/2020

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

2021 F-150 4x2 Regular Cab Styleside 6.5' box 122" WB XL (F1C)

Price Level: 120

Available Options (cont'd)

Selected	Code	Description	MSRP
		Late availability for fleet. <i>Shipped separately from the vehicle for dealer installation.</i>	
Fleet Options			
<input type="checkbox"/>	94W	Amber/white Strobe Color LED Warning Beacons	\$600.00 \$364.00
		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>	
<input type="checkbox"/>	94S	Amber Strobe Color LED Warning Beacons	\$600.00 \$564.00
		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>	
<input type="checkbox"/>	85H	Back-Up Alarm System	\$145.00 \$136.00
		Requires valid FIN code.	
<input type="checkbox"/>	17C	Front & Rear Chrome Bumpers	Variable
<input type="checkbox"/>	942	Daytime Running Lamps	\$45.00 \$42.00
		Requires valid FIN code. <i>Non-controllable.</i>	
<input type="checkbox"/>	50S	Cruise Control	Variable
<input type="checkbox"/>	87B	Ford Commercial Graphics (6 Square Feet)	\$250.00 \$235.00
		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>	
<input type="checkbox"/>	87C	Ford Commercial Graphics (10 Square Feet)	\$300.00 \$282.00

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.

Note: .



Prepared by: Jeff Williams
10/13/2020

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

2021 F-150 4x2 Regular Cab Styleside 6.5' box 122" WB XL (F1C)

Price Level: 120

Available Options (cont'd)

Selected	Code	Description	MSRP
<input type="checkbox"/>	87D	Ford Commercial Graphics (18 Square Feet) <i>25 vehicle order minimum. Graphic design must be completed and approved by Ford prior to ordering vehicle in CONCEPS. Includes up to 10 square feet.</i>	\$400.00 \$376.00
<input type="checkbox"/>	87E	Ford Commercial Graphics (25 Square Feet) <i>25 vehicle order minimum. Graphic design must be completed and approved by Ford prior to ordering vehicle in CONCEPS. Includes up to 18 square feet.</i>	\$525.00 \$493.50
<input type="checkbox"/>	87F	Ford Commercial Graphics (40 Square Feet) <i>25 vehicle order minimum. Graphic design must be completed and approved by Ford prior to ordering vehicle in CONCEPS. Includes up to 25 square feet.</i>	\$675.00 \$634.50
<input type="checkbox"/>	87G	Ford Commercial Graphics (55 Square Feet) <i>25 vehicle order minimum. Graphic design must be completed and approved by Ford prior to ordering vehicle in CONCEPS. Includes up to 55 square feet.</i>	\$825.00 \$775.50
<input type="checkbox"/>	87H	Ford Commercial Graphics (70 Square Feet) <i>25 vehicle order minimum. Graphic design must be completed and approved by Ford prior to ordering vehicle in CONCEPS. Includes up to 70 square feet.</i>	N/A
<input type="checkbox"/>			
<input type="checkbox"/>			

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.

Note: .



Prepared by: Jeff Williams
10/13/2020

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

2021 F-150 4x2 Regular Cab Styleside 6.5' box 122" WB XL (F1C)

Price Level: 120

Available Options (cont'd)

Selected	Code	Description	MSRP
<input type="checkbox"/>	T7C	Tires: LT265/70R17C BSW A/T (Fleet) Requires valid FIN code.	\$295.00 \$277.35
<input type="checkbox"/>	91P	8-Way Power Driver's Seat w/Power Lumbar (Fleet) Requires valid FIN code.	\$350.00 \$329.00
<input type="checkbox"/>	86A	XL Chrome Appearance Package (Fleet) <i>Includes:</i> - Wheels: 17" Silver Painted Aluminum - Front & Rear Chrome Bumpers - Fog Lamps (Fleet)	\$775.00 \$729.50
<input type="checkbox"/>	85A_	XL Power Equipment Group (Fleet) - Option Discount Requires valid FIN code. <i>Includes:</i> - Power Glass Sideview Mirrors w/Black Skull Caps Includes heat and manual-folding. - Illuminated Entry - MyKey - Perimeter Alarm - Power Door Locks Includes flip key and integrated key transmitter keyless-entry (includes Autolock). - Power Tailgate Lock - Power Front Windows	\$970.00 \$911.30
<input type="checkbox"/>	595	Fog Lamps (Fleet)	\$140.00 \$131.60
<input type="checkbox"/>	168	Color-Coordinated Carpet w/Carpet Floor Mats (FLT)	\$145.00 \$136.30
<input type="checkbox"/>	524	SYNC 4 w/Enhanced Voice Recognition (Fleet)	\$325.00 \$305.50

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.

Note: