

NAME OF VEHICLE: Ford F-450 Chassis XL 4x2 SD Regular Cab - CA of 60 (F4G)
ISA SPECIFICATION NUMBER: #31
AWARDED DEALERSHIP: Larkin Greenwood Ford

| Option Code | Option Description | MSRP | ISA Discount Provided | Discounted Price |
|-------------|---------------------------------------|-------------|-----------------------|------------------|
| F4H | F450 Chassis 4x4 Reg Cab 60" | | | \$ 33,804.00 |
| 99T | 6.7L Powerstroke Diesel V-8 | \$ 9,325.00 | 0.94 | \$ 8,765.50 |
| 99N | 7.3L Gas Engine | \$ 2,045.00 | 0.94 | \$ 1,922.30 |
| TMB | LT245/75Rx17E BSW AT | \$ 165.00 | 0.94 | \$ 155.10 |
| TCD | LT265/70Rx17E OWL AT | \$ 455.00 | 0.94 | \$ 427.70 |
| | Cloth 40/20/40 Split Bench - Regular | \$ 100.00 | 0.94 | \$ 94.00 |
| | Cloth High Back Bucket (Crew Cab) | \$ 615.00 | 0.94 | \$ 578.10 |
| | Cloth 40/20/40 Split Bench - Crew Cab | \$ 315.00 | 0.94 | \$ 296.10 |
| 16S | All-Weather Floor Mats (SC/CC) | \$ 135.00 | 0.94 | \$ 126.90 |
| 16T | All-Weather Floor Mats | \$ 130.00 | 0.94 | \$ 122.20 |
| 17C | Chrome Package | \$ 1,125.00 | 0.94 | \$ 1,057.50 |
| 17X | 4x4 Off-Road Package | \$ 400.00 | 0.94 | \$ 376.00 |
| 66S | Upfitter Switches (6) | \$ 165.00 | 0.94 | \$ 155.10 |
| 41P | Skid Plate Package | \$ 100.00 | 0.94 | \$ 94.00 |
| 435 | Window, Power Sliding Rear | \$ 405.00 | 0.94 | \$ 380.70 |
| 85G | Tailgate Step | \$ 375.00 | 0.94 | \$ 352.50 |
| 85S | Tough Bed Spray-in Bedliner | \$ 595.00 | 0.94 | \$ 559.30 |
| 85L | Drop-in Bedliner | \$ 350.00 | 0.94 | \$ 329.00 |
| 61M | Wheel Well Liner | \$ 180.00 | 0.94 | \$ 169.20 |
| 535 | Trailer Tow Package - High Capacity | \$ 580.00 | 0.94 | \$ 545.20 |
| 76S | Remote Start System | \$ 250.00 | 0.94 | \$ 235.00 |
| 15J | Gooseneck Hitch Kit | \$ 250.00 | 0.94 | \$ 235.00 |
| 15W | 5th Wheel/Gooseneck Hitch Package | \$ 500.00 | 0.94 | \$ 470.00 |
| 96V | XL Value Package | \$ 395.00 | 0.94 | \$ 371.30 |
| 61L | Front Wheel Well Liners | \$ 180.00 | 0.94 | \$ 169.20 |
| 873 | CHMSL Camera | \$ 200.00 | 0.94 | \$ 188.00 |
| 527 | Adaptive Cruise Control | \$ 740.00 | 0.94 | \$ 695.60 |
| 60B | BLIS w/ Cross Traffic Alert | \$ 540.00 | 0.94 | \$ 507.60 |

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| 60C | Audible Lane Departure Warning | \$ 115.00 | 0.94 | \$ 108.10 |
| 66B | Box Link Cleats - Locking (XL) | \$ 75.00 | 0.94 | \$ 70.50 |
| 18B | Running Boards | \$445 | 0.94 | \$ 418.30 |
| 65B | Trailer Camera | \$ 375.00 | 0.94 | \$ 352.50 |
| 43B | Defrost w/ Fixed & Privacy Glass | \$ 60.00 | 0.94 | \$ 56.40 |
| 52R | Bed Ramps | \$ 695.00 | 0.94 | \$ 653.30 |
| 47B | SNOW PLOW/CAMPER PACKAGE | \$ 245.00 | 0.94 | \$ 230.30 |
| 913 | SYNC 3 (XLT/Lariat) | \$ - | 0.94 | \$ - |
| 60A | Adaptive Steering | \$ 1,000.00 | 0.94 | \$ 940.00 |
| 872 | Rear View Camera & Prep Kit (with P/U Box Delete) | \$ 415.00 | 0.94 | \$ 390.10 |
| 21X | Vehicle Safe by Console Vault | \$ 330.00 | 0.94 | \$ 310.20 |
| 62X | Aluminum Tool/Cargo Box | \$ 575.00 | 0.94 | \$ 540.50 |
| 62Y | Premium Aluminum Tool/Cargo Box | \$ 790.00 | 0.94 | \$ 742.60 |
| | Heated Wiper Park -- Pickup | \$ 165.00 | 0.94 | \$ 155.10 |
| 53R | Ultimate Trailer Tow w/ PTBA | \$ 1,655.00 | 0.94 | \$ 1,555.70 |
| 21D | Tonneau Pickup Box Cover - Soft Foding | \$ 525.00 | 0.94 | \$ 493.50 |
| 21E | Tonneau Pickup Box Cover - Hard Folding | \$ 995.00 | 0.94 | \$ 935.30 |
| 76R | Reverse Sensing System | \$ 245.00 | 0.94 | \$ 230.30 |
| 47E | Fleet Commercial Graphics | \$ 425.00 | 0.94 | \$ 399.50 |
| 91S | LED Warning Strobes - Amber | \$ 675.00 | 0.94 | \$ 634.50 |
| 91G | LED Warning Strobes - White | \$ 725.00 | 0.94 | \$ 681.50 |
| 54F | Powerscope Trailer Tow Mirrors | \$ 280.00 | 0.94 | \$ 263.20 |
| 525 | Cruise Control | \$ 250.00 | 0.94 | \$ 235.00 |
| 473 | Snow Plow Prep (Req w/Plow) | \$ 250.00 | 0.94 | \$ 235.00 |
| 90L | Power Equipment Group | \$ 1,075.00 | 0.94 | \$ 1,010.50 |
| XL6 | E Locking Axle | \$ 570.00 | 0.94 | \$ 535.80 |
| PGR | Paint, Green (Fleet Only) | \$ 660.00 | 0.94 | \$ 620.40 |
| PW6 | Paint, Green Gem (Fleet Only) | \$ 660.00 | 0.94 | \$ 620.40 |
| PMB | Paint, Orange (Fleet Only) | \$ 660.00 | 0.94 | \$ 620.40 |
| PBY | Paint, School Bus Yellow (Fleet Only) | \$ 660.00 | 0.94 | \$ 620.40 |
| PE4 | Paint, Vermillion Red (Fleet Only) | \$ 660.00 | 0.94 | \$ 620.40 |
| PAT | Paint, Yellow (Fleet Only) | \$ 660.00 | 0.94 | \$ 620.40 |
| | Dump Bed Insert | \$ 5,261.00 | 0.94 | \$ 4,945.34 |

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| | Front Seats to Allow room for Console | \$ 252.00 | 0.94 | \$ 236.88 |
| | Salt Spreader | \$ 3,960.00 | 0.94 | \$ 3,722.40 |
| | LED Warning Strobes - Amber | \$ 616.70 | 0.94 | \$ 579.70 |
| | Front Mounted Winch w/ Brush/Grill Guard | \$ 3,925.00 | 0.94 | \$ 3,689.50 |
| | Aluminum Cross Box Single Lid | \$ 795.00 | 0.94 | \$ 747.30 |
| | 9' Stainless Steel V-Box Spreader w/ Hose and Mounting Kit | \$ 8,695.00 | 0.94 | \$ 8,173.30 |
| | 11' Dump Body Package: 12 Volt DA Underbody Hoist, Cabshield, Rear Hitch with Plug, DOT Lighting, Backup Alarm, Painted One Color | \$ 9,295.00 | 0.94 | \$ 8,737.30 |
| | Single Bank Hydraulics Rear Only For Spreader | \$ 3,160.00 | 0.94 | \$ 2,970.40 |
| | Full Central Hydraulics for Front & Rear | \$ 5,300.00 | 0.94 | \$ 4,982.00 |
| | 12 V Automatic Tarp | \$ 1,790.00 | 0.94 | \$ 1,682.60 |
| | Rear Poly Fenders | \$ 695.00 | 0.94 | \$ 653.30 |
| | Rear LED Spreader Light | \$ 225.00 | 0.94 | \$ 211.50 |
| | 8' Utility Body, Standar Shelving Package, Recessed Bumper | \$ 6,860.00 | 0.94 | \$ 6,448.40 |
| | 9' Utulity Body, Standard Shelving Package, Recessed Bumper | \$ 7,560.00 | 0.94 | \$ 7,106.40 |
| | 11' Utility Body, Standard Shelving, Recessed Bumper | \$ 9,650.00 | 0.94 | \$ 9,071.00 |
| | Rear Corner Mounted Crane Package | \$ 13,685.00 | 0.94 | \$ 12,863.90 |
| | Utility Body Tool Storage Cabinet | \$ 2,285.00 | 0.94 | \$ 2,147.90 |
| | 9' Steel Gooseneck Body Rear Receiver Hitch - Steel | \$ 4,475.00 | 0.94 | \$ 4,206.50 |
| | 9' Steel Gooseneck Body Rear Receiver Hitch - Aluminum | \$ 5,550.00 | 0.94 | \$ 5,217.00 |
| | 9' Steel Platform Body, Bulkhead and Rear Hitch, w/ Stake Racks | \$ 6,924.00 | 0.94 | \$ 6,508.56 |
| | Rear Mounted Liftgate 1,500lb Capacity | \$ 3,695.00 | 0.94 | \$ 3,473.30 |
| | 36" Aluminum Underbody Tool Box | \$ 745.00 | 0.94 | \$ 700.30 |
| | 8.5' Snow Plow 12 Volt Elect | \$ 5,984.00 | 0.94 | \$ 5,624.96 |
| | 9.0' Snow Plow 12 Volt Elect | \$ 6,460.00 | 0.94 | \$ 6,072.40 |
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