

NAME OF VEHICLE: Ford Transit 350 XL 12 Passenger Low Roof Wagon (X2Y)

ISA SPECIFICATION NUMBER: 45

AWARDED DEALERSHIP: Heritage Ford

Option Code	Option Description	MSRP	ISA Discount Provided	Discounted Price	Notes
99G	Engine: 3.5L EcoBoost V6 Includes auto start-stop technology. Includes: -Single AGM Battery (70 Amp-hr)	\$1,775.00	6%	\$1,668.50	
X31	3.31 Axle Ratio	\$45.00	6%	\$42.30	
X3L	3.31 Limited-Slip Axle Ratio	\$325.00	6%	\$305.50	
X7L	3.73 Limited-Slip Axle Ratio	\$325.00	6%	\$305.50	
X4L	4.10 Limited-Slip Axle Ratio	\$325.00	6%	\$305.50	
NONGV	GVWR: 9,400 lbs	N/C	6%	N/C	Requires 96S or 96P
57A	Auto Start-Stop Switch Delete Deletes button on dash which disables auto start-stop technology.	N/C	6%	N/C	Requires 57A, 99G, 63X
64H	Wheels: 16" Steel w/Full Silver Cover	\$35.00	6%	\$32.90	
647	Wheels: 16" Black Aluminum Alloy	\$525.00	6%	\$493.50	
644	Wheels: 16" Silver Aluminum Alloy	\$395.00	6%	\$371.30	
51A	Spare Tire & Wheel Delete	-\$125.00	6%	-\$125.00	
96K	2-Passenger Seats w/Add. Rear Seat Attachment Points 13 rear seats are removed, but seat attachment points are still present.	-\$855.00	6%	-\$855.00	
96X	2-Passenger Seats 10 rear seats are removed, but seat attachment points are still present.	-\$855.00	6%	-\$855.00	
96S	14-Passenger Seats Includes 1st row: 2 seats, 2nd row: 2 seats, 3rd row: 3 seats, 4th row: 3 seats and 5th row: 4 seats. Includes: -GVWR: 9,400 lbs	\$1,125.00	6%	\$1,057.50	
96P	15-Passenger Seats Includes 1st row: 2 seats, 2nd row: 3 seats, 3rd row: 3 seats, 4th row: 3 seats and 5th row: 4 seats. Includes: -GVWR: 9,400 lbs	\$1,495.00	6%	\$1,405.30	

21R	Ebony Cloth Heated Bucket Seats Includes 10-way power driver seat with lumbar, 10-way power passenger seat with lumbar and driver and passenger armrest.	\$875.00	6%	\$822.50	
	10 seat capacity	\$170.00	6%	\$159.80	
153	Front License Plate Bracket Standard in states requiring two license plates and optional in all other states.	N/C	6%	N/C	
53G	Body Colored Front Bumper Body colored front bumpers are offered in every exterior color. The front bumper will match the exterior color. Includes: -Front Fog Lamps Auxiliary lamps that are generally integrated into the front fascia and designed to help illuminate the roadway during poor visibility.	\$250.00	6%	\$235.00	Requires 94A, 55D, 65A, 542, 43R
43E	Carbon Black Rear Bumper w/Integral Step	N/C	6%	N/C	
18P	50/50 Hinged Rear Door w/253-Degree Opening	\$75.00	6%	\$70.50	
59A	60/40 Hinged Passenger-Side Door	N/C	6%	N/C	
91A	High-Intensity Discharge (HID) Headlamps Includes LED signature surround. HID headlamps emit a brighter, more natural light than halogen headlamps, which can help improve visibility.	\$455.00	6%	\$427.70	
91B	Wiper Activated Headlamps Includes wiper activated headlamps. When the headlamp control is in the AutoLamp position, the headlamps will turn on automatically in low lighting conditions. The headlamps will also stay on for a set period of time after the owner turns off the ignition.	\$30.00	6%	\$28.20	
55D	Front Fog Lamps Auxiliary lamps that are generally integrated into the front fascia and designed to help illuminate the roadway during poor visibility.	\$105.00	6%	\$98.70	
655	Midship Extended Range Fuel Tank (31 Gallons) Includes capless fuel fill.	\$285.00	6%	\$267.90	
545	Short-Arm Manual-Folding Heated Pwr Adjusting Mirrors Includes turn signals.	\$160.00	6%	\$150.40	
543	Long-Arm Manual-Folding Power Adjusting Mirrors	\$65.00	6%	\$61.10	
544	Long-Arm Manual-Folding Heated Pwr Adjusting Mirrors Includes turn signals.	\$220.00	6%	\$206.80	

68H	Running Boards Covers the B-C pillar passenger-side.	\$310.00	6%	\$291.40	
68L	Power Running Boards Covers the B-C pillar passenger-side.	\$940.00	6%	\$883.60	
68J	Extended Length Running Boards Covers the A-B pillar driver-side and A-C pillar passenger-side.	\$655.00	6%	\$615.70	
53D	Tow/Haul Mode w/Trailer Wiring Provisions Includes trailer wiring harness to rear of vehicle for upfit, Trailer Sway Control (TSC), 4/7 pin connector assembly and rear jumper. This package does not include a Trailer Brake Controller (67D). Additionally, if customer wants a trailer brake controller after initial purchase, it will have to be an aftermarket trailer brake controller and aftermarket wiring harness.	\$295.00	6%	\$277.30	Requires either 60C or 60D, and 67E
67D	Trailer Brake Controller (TBC)	\$405.00	6%	\$380.70	Requires either 60C or 60D, and 53B, 53D, 67E
53B	Heavy-Duty Trailer Tow Package Deletes rear tow hook. Includes tow/haul mode with trailer wiring provisions, 4/7 pin connector assembly and rear jumper and relay system for backup/B+/running lights. This package does not include a Trailer Brake Controller (67D). Additionally, if customer wants a trailer brake controller after initial purchase, it will have to be an aftermarket trailer brake controller and aftermarket wiring harness. Includes: -Tow/Haul Mode w/Trailer Wiring Provisions Includes trailer wiring harness to rear of vehicle for upfit, Trailer Sway Control (TSC), 4/7 pin connector assembly and rear jumper. This package does not include a Trailer Brake Controller (67D). Additionally, if customer wants a trailer brake controller after initial purchase, it will have to be an aftermarket trailer brake controller and aftermarket wiring harness. -Frame Mounted Hitch Receiver	\$485.00	6%	\$455.90	

92E	Privacy Glass Provides protection of vehicle occupant(s) and occupant personal belongings. The glass also provides occupant comfort by helping to reduce vehicle cool-down time.	\$500.00	6%	\$470.00	
60C	Cruise Control w/Adjustable Spd Limiting Device (ASLD) The ASLD feature is great for city driving; it allows the driver to set an upper speed limit for the vehicle. If the vehicle begins to approach the upper speed limit then audible and visual warning are given.	\$325.00	6%	\$305.50	
67E	Large Center Console Includes an integrated shifter, a dual cup holder and an additional storage area.	\$195.00	6%	\$183.30	
16H	Front & Rear Carpet Floor Covering	\$125.00	6%	\$117.50	
86B	Front Only Carpet Floor Mats	\$30.00	6%	\$28.20	
87E	Auxiliary Fuse Panel Includes high spec interface connector. Includes: -Dual AGM Batteries (70 Amp-hr Each) -Modified Vehicle Wiring System Includes modified vehicle connections for customized wiring harness provisions.	\$385.00	6%	\$361.90	Requires 63E and 53K
85D	Dual-Note Horn	\$20.00	6%	\$18.80	
52C	Keyless Entry Keypad	\$95.00	6%	\$89.30	
53K	Modified Vehicle Wiring System Includes modified vehicle connections for customized wiring harness provisions.	\$75.00	6%	\$70.50	Requires 63E
59C	Programmable Battery Guard/Enhanced Cut-Off Relay Controls a production/service fit isolation relay to allow PTO at engine run/off while protecting certain systems/functions.	\$260.00	6%	\$244.40	
58U	Radio: AM/FM Stereo	Included	6%	N/C	
58V	Radio: AM/FM Stereo w/SYNC 3 Includes 4.0" multi-function display, Bluetooth and dual USB ports. Includes: -SYNC 3 Communications & Entertainment System Includes 911 Assist, VHR, SYNC Services, AppLink, Bluetooth, steering wheel controls, USB port and auxiliary input jack. -8 Speakers (4 Front/4 Rear)	\$280.00	6%	\$263.20	

58W	Radio: AM/FM Stereo w/HD/SiriusXM/SYNC 3 Includes 4.0" multi-function display, Bluetooth and dual USB ports. Includes: -SYNC 3 Communications & Entertainment System Includes 911 Assist, VHR, SYNC Services, AppLink, Bluetooth, steering wheel controls, USB port and auxiliary input jack. -8 Speakers (4 Front/4 Rear)	\$520.00	6%	\$488.80	
58X	Radio: AM/FM w/SYNC 3 & 8" Screen Includes colored multi-function touch screen, Bluetooth, audio input jack and dual USB ports. Includes: -SYNC 3 Communications & Entertainment System Includes 911 Assist, VHR, SYNC Services, AppLink, Bluetooth, steering wheel controls, USB port and auxiliary input jack. -8 Speakers (4 Front/4 Rear)	\$410.00	6%	\$385.40	
58Y	Radio: AM/FM Stereo w/HD/SiriusXM & 8" Screen Includes colored multi-function touch screen, Bluetooth, audio input jack and dual USB ports. Includes: -SYNC 3 Communications & Entertainment System Includes 911 Assist, VHR, SYNC Services, AppLink, Bluetooth, steering wheel controls, USB port and auxiliary input jack. -8 Speakers (4 Front/4 Rear)	\$650.00	6%	\$611.00	
584	Radio: AM/FM Stereo w/HD/SiriusXM/SYNC 3/Nav Includes 8" colored multi-function touch screen, Bluetooth, audio input jack and dual USB ports. Includes: -SYNC 3 Communications & Entertainment System Includes 911 Assist, VHR, SYNC Services, AppLink, Bluetooth, steering wheel controls, USB port and auxiliary input jack. -8 Speakers (4 Front/4 Rear)	\$1,095.00	6%	\$1,029.30	
63X	Single AGM Battery (70 Amp-hr)	\$125.00	6%	\$117.50	
63E	Dual AGM Batteries (70 Amp-hr Each)	\$295.00	6%	\$277.30	
41H	Engine Block Heater (400W rating). Recommended when minimum temperature is 10 degrees F or below.	\$75.00	6%	\$70.50	

61C	Vehicle Maintenance Monitor Includes engine hour meter. Depending on the engine, this feature will display engine hour meter, oil life, oil level and tire pressure.	\$45.00	6%	\$42.30	
67C	Upfitter Package Includes high capacity upfitter switches. Includes: -Large Center Console Includes an integrated shifter, a dual cup holder and an additional storage area. -Auxiliary Fuse Panel Includes high spec interface connector. -Dual AGM Batteries (70 Amp-hr Each) -Modified Vehicle Wiring System Includes modified vehicle connections for customized wiring harness provisions.	\$610.00	6%	\$573.40	Requires 87E and 53K
55A	Upfitter Interface Module (UIM) This technology makes it easy for upfitters to operate aftermarket equipment, such as lift buckets or cranes. Upfitters can connect/program the optional upfitter switches to operate aftermarket-installed equipment with up to 9 digitally configurable inputs. Please see fleet.ford.com/partsandservice/upfitter-interface for additional information.	\$255.00	6%	\$239.70	
59D	Perimeter Alarm	\$155.00	6%	\$145.70	
86F	2 Additional Keys (4 Total) Includes key fobs.	\$75.00	6%	\$70.50	
62B	MyKey	\$5.00	6%	\$4.70	
60D	Adaptive Cruise Control Includes adjustable speed limiting device (ASLD). Adaptive cruise control keeps a constant speed without having to work the brake or accelerator pedals. Plus it automatically maintains a driver-inputted preset distance (or gap) from vehicles ahead.	\$595.00	6%	\$559.30	
65A	Blind Spot Information System (BLIS) Includes cross-traffic alert and trailer coverage. Includes: -Short-Arm Pwr-Folding Heated Pwr Adjusting Mirrors Includes turn signals. -Reverse Sensing System	\$795.00	6%	\$747.30	Requires 43R

94B	Enhanced Active Park Assist Includes front sensing system. Enhanced active park assist helps make parking less stressful. It helps steer the vehicle, in reverse, into a perpendicular parking space or steer the vehicle into or out of a parallel parking space.	\$1,340.00	6%	\$1,259.60	Requires 94A, 55D, 65A, 542, 43R
61D	Front & Rear Split-View Camera Front and rear facing cameras allow the driver to toggle through different camera views via a button located on the instrument panel. For incomplete vehicles, upfitter must add a rear view camera to vehicles that are 10,000 lb GVWR or less to complete the vehicle and meet FMVSS 111 requirements. Rear view camera and prep kit (61A) is available as a dunnage kit that requires upfitter installation. Includes: -Side Sensing System Works similar to the reverse sensing system, as it sounds a tone when the vehicle gets close to surrounding vehicles and other objects. -Front Fog Lamps Auxiliary lamps that are generally integrated into the front fascia and designed to help illuminate the roadway during poor visibility. -Blind Spot Information System (BLIS) Includes cross-traffic alert and trailer coverage.	\$1,095.00	6%	\$1,029.30	Requires either 58X, 58Y, 584
43R	Reverse Sensing System	\$295.00	6%	\$277.30	
94A	Side Sensing System Works similar to the reverse sensing system, as it sounds a tone when the vehicle gets close to surrounding vehicles and other objects. Includes: -Front Fog Lamps Auxiliary lamps that are generally integrated into the front fascia and designed to help illuminate the roadway during poor visibility. -Blind Spot Information System (BLIS) Includes cross-traffic alert and trailer coverage. -Short-Arm Pwr-Folding Heated Pwr Adjusting Mirrors Includes turn signals. -Reverse Sensing System	\$925.00	6%	\$869.50	Requires 65A, 43R
66B	Smoker's Package Includes a cigarette lighter and ash cup. The cigarette lighter replaces the 12V powerpoint.	\$40.00	6%	\$37.60	

47E	<p>Builder's Prep Package Deletes rear floor covering, rear-seats and restraints and rear-seat rails and fasteners. Includes: -Front License Plate Bracket -Modified Vehicle Wiring System Includes modified vehicle connections for customized wiring harness provisions. -Front Only Vinyl Floor Covering -2-Passenger Seats w/Add. Rear Seat Attachment Points 13 rear seats are removed, but seat attachment points are still present. -Auxiliary Heater Prep Package w/o Rear Controls -Aux Heater & A/C Prep Pkg w/o Rear Controls Includes stub lines for delivery of coolant/refrigerant for easy addition of an aftermarket rear heater and A/C system. Requires aftermarket upfit of a climate control system.</p>	-\$595.00	6%	-\$559.30
43B	<p>Back Up Alarm Includes 102 dB(A) warning capability.</p>	\$145.00	6%	\$136.30
86N	Front Heavy Duty Tray Style Floor Mats	\$60.00	6%	\$56.40
68B	Remote Start	\$495.00	6%	\$465.30
15C	Front Black Wheel Well Liners	\$295.00	6%	\$277.30
942	<p>Daytime Running Lights Requires valid FIN code. Provides enhanced vehicle visibility during daylight conditions.</p>	\$45.00	6%	\$42.30
55B	<p>Smart Acceleration Truncation Requires valid FIN code. Provides improved fuel economy by limiting power on unladen vehicles.</p>	\$190.00	6%	\$178.60

51E	<p>Decal #1</p> <p>Requires valid FIN code. Minimum annual order of 25 units required.</p> <p>Up to 15 sq-ft. Pricing is for non-reflective material and graphic design must be completed and approved by Ford prior to ordering vehicle in CONCEPS. To get started visit the Ford Commercial Graphics website and click on Factory Orderable Option Form link. Complete and submit the request form and attach your graphic design (if available). A Ford Commercial Graphics representative will follow-up to finalize the graphic design and provide a design proof for customer review and approval, and to determine which graphic option code and price applies. Lastly, customer can then proceed to place vehicle order and graphic option code in CONCEPS.</p>	\$350.00	6%	\$329.00	
51F	<p>Decal #2</p> <p>Requires valid FIN code. Minimum annual order of 25 units required.</p> <p>Up to 25 sq-ft. Pricing is for non-reflective material and graphic design must be completed and approved by Ford prior to ordering vehicle in CONCEPS. To get started visit the Ford Commercial Graphics website and click on Factory Orderable Option Form link. Complete and submit the request form and attach your graphic design (if available). A Ford Commercial Graphics representative will follow-up to finalize the graphic design and provide a design proof for customer review and approval, and to determine which graphic option code and price applies. Lastly, customer can then proceed to place vehicle order and graphic option code in CONCEPS.</p>	\$495.00	6%	\$465.30	

51G	<p>Decal #3</p> <p>Requires valid FIN code. Minimum annual order of 25 units required.</p> <p>Up to 45 sq-ft. Pricing is for non-reflective material and graphic design must be completed and approved by Ford prior to ordering vehicle in CONCEPS. To get started visit the Ford Commercial Graphics website and click on Factory Orderable Option Form link. Complete and submit the request form and attach your graphic design (if available). A Ford Commercial Graphics representative will follow-up to finalize the graphic design and provide a design proof for customer review and approval, and to determine which graphic option code and price applies. Lastly, customer can then proceed to place vehicle order and graphic option code in CONCEPS.</p>	\$695.00	6%	\$653.30	
51H	<p>Decal #4</p> <p>Requires valid FIN code. Minimum annual order of 25 units required.</p> <p>Up to 70 sq-ft. Pricing is for non-reflective material and graphic design must be completed and approved by Ford prior to ordering vehicle in CONCEPS. To get started visit the Ford Commercial Graphics website and click on Factory Orderable Option Form link. Complete and submit the request form and attach your graphic design (if available). A Ford Commercial Graphics representative will follow-up to finalize the graphic design and provide a design proof for customer review and approval, and to determine which graphic option code and price applies. Lastly, customer can then proceed to place vehicle order and graphic option code in CONCEPS.</p>	\$995.00	6%	\$935.30	

51J	<p>Decal #5</p> <p>Requires valid FIN code. Minimum annual order of 25 units required.</p> <p>Up to 95 sq-ft. Pricing is for non-reflective material and graphic design must be completed and approved by Ford prior to ordering vehicle in CONCEPS. To get started visit the Ford Commercial Graphics website and click on Factory Orderable Option Form link. Complete and submit the request form and attach your graphic design (if available). A Ford Commercial Graphics representative will follow-up to finalize the graphic design and provide a design proof for customer review and approval, and to determine which graphic option code and price applies. Lastly, customer can then proceed to place vehicle order and graphic option code in CONCEPS.</p>	\$1,395.00	6%	\$1,311.30	
52M	<p>65-mph Governed Top Speed</p> <p>Requires valid FIN code.</p>	\$80.00	6%	\$75.20	
52H	<p>70-mph Governed Top Speed</p> <p>Requires valid FIN code.</p>	\$80.00	6%	\$75.20	
52N	<p>75-mph Governed Top Speed</p> <p>Requires valid FIN code.</p>	\$80.00	6%	\$75.20	