

ford**focus** retail prices

13th april 2000

Featuring

CL

The Ford Feature Model™ Zetec

Zetec 2.0i ESP

LX

Ghia

Ghia 2.0i



- END SEPT. -
- 1-6 - £1500 OFF
- AUT - £1000 OFF



fordfocusprices

Focus

	Doors	Engine	Price £	VAT £	Total Retail £	Estimated 'On the Road' Retail £
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3 Doors

CL	3	1.4i 16V	9182.98	1607.02	10790.00	11495.00
Zetec	3	1.4i 16V	9612.77	1682.23	11295.00	12000.00
Zetec	3	1.6i 16V	10463.83	1831.17	12295.00	13000.00
Zetec	3	1.8i 16V	10463.83	1831.17	12295.00	13000.00
Zetec	3	1.6i 16V auto	10889.36	1905.64	12795.00	13500.00
Zetec ESP	3	2.0i 16V	12165.96	2129.04	14295.00	15000.00

5 Doors

CL	5	1.4i 16V	9612.77	1682.23	11295.00	12000.00
CL	5	1.8 TDdi	10889.36	1905.64	12795.00	13500.00
Zetec	5	1.6i 16V	10889.36	1905.64	12795.00	13500.00
Zetec	5	1.8i 16V	10889.36	1905.64	12795.00	13500.00
Zetec	5	1.6i 16V auto	11314.89	1980.11	13295.00	14000.00
Zetec	5	1.8 TDdi	11314.89	1980.11	13295.00	14000.00
Zetec ESP	5	2.0i 16V	12591.49	2203.51	14795.00	15500.00
LX	5	1.6i 16V	11314.89	1980.11	13295.00	14000.00
LX	5	1.8i 16V	11314.89	1980.11	13295.00	14000.00
LX	5	1.6i 16V auto	11740.43	2054.57	13795.00	14500.00
LX	5	1.8 TDdi	11740.43	2054.57	13795.00	14500.00
Ghia	5	1.6i 16V	11740.43	2054.57	13795.00	14500.00
Ghia	5	1.8i 16V	11740.43	2054.57	13795.00	14500.00
Ghia	5	1.6i 16V auto	12165.96	2129.04	14295.00	15000.00
Ghia	5	1.8 TDdi	12165.96	2129.04	14295.00	15000.00
Ghia	5	2.0i 16V	12591.49	2203.51	14795.00	15500.00

4 Doors

Ghia	4	1.6i 16V	11740.43	2054.57	13795.00	14500.00
Ghia	4	1.8i 16V	11740.43	2054.57	13795.00	14500.00
Ghia	4	1.6i 16V auto	12165.96	2129.04	14295.00	15000.00
Ghia	4	1.8 TDdi	12165.96	2129.04	14295.00	15000.00
Ghia	4	2.0i 16V	12591.49	2203.51	14795.00	15500.00

5-Door Estate

CL	5	1.8 TDdi	11314.89	1980.11	13295.00	14000.00
Zetec	5	1.6i 16V	11314.89	1980.11	13295.00	14000.00
Zetec	5	1.8i 16V	11314.89	1980.11	13295.00	14000.00
Zetec	5	1.6i 16V auto	11740.43	2054.57	13795.00	14500.00
Zetec	5	1.8 TDdi	11740.43	2054.57	13795.00	14500.00
Zetec ESP	5	2.0i 16V	13017.02	2277.98	15295.00	16000.00
LX	5	1.6i 16V	11740.43	2054.57	13795.00	14500.00
LX	5	1.8i 16V	11740.43	2054.57	13795.00	14500.00
LX	5	1.6i 16V auto	12165.96	2129.04	14295.00	15000.00
LX	5	1.8 TDdi	12165.96	2129.04	14295.00	15000.00
Ghia	5	1.8i 16V	12165.96	2129.04	14295.00	15000.00
Ghia	5	1.8 TDdi	12591.49	2203.51	14795.00	15500.00
Ghia	5	2.0i 16V	13017.02	2277.98	15295.00	16000.00

All vehicles are 5-speed manual unless auto stated. All petrol engines are equipped with a catalytic converter.

The Estimated 'On the Road' retail prices include the following:

Delivery to Dealer £	Number Plates (Est.) £	VAT £	Road Fund Licence £	Vehicle First Registration Fee £	Total £
425.53	21.28	78.19	155.00	25.00	705.00

The delivery charge will be made on all Ford Focus models for delivery to Dealer's premises (with the exception of the Channel Islands and the Isle of Wight where a further charge will be made). Where delivery is not made to the customer at the Dealer's premises a further charge may be made by the Dealer.

fordfocus zetec

why settle for less?

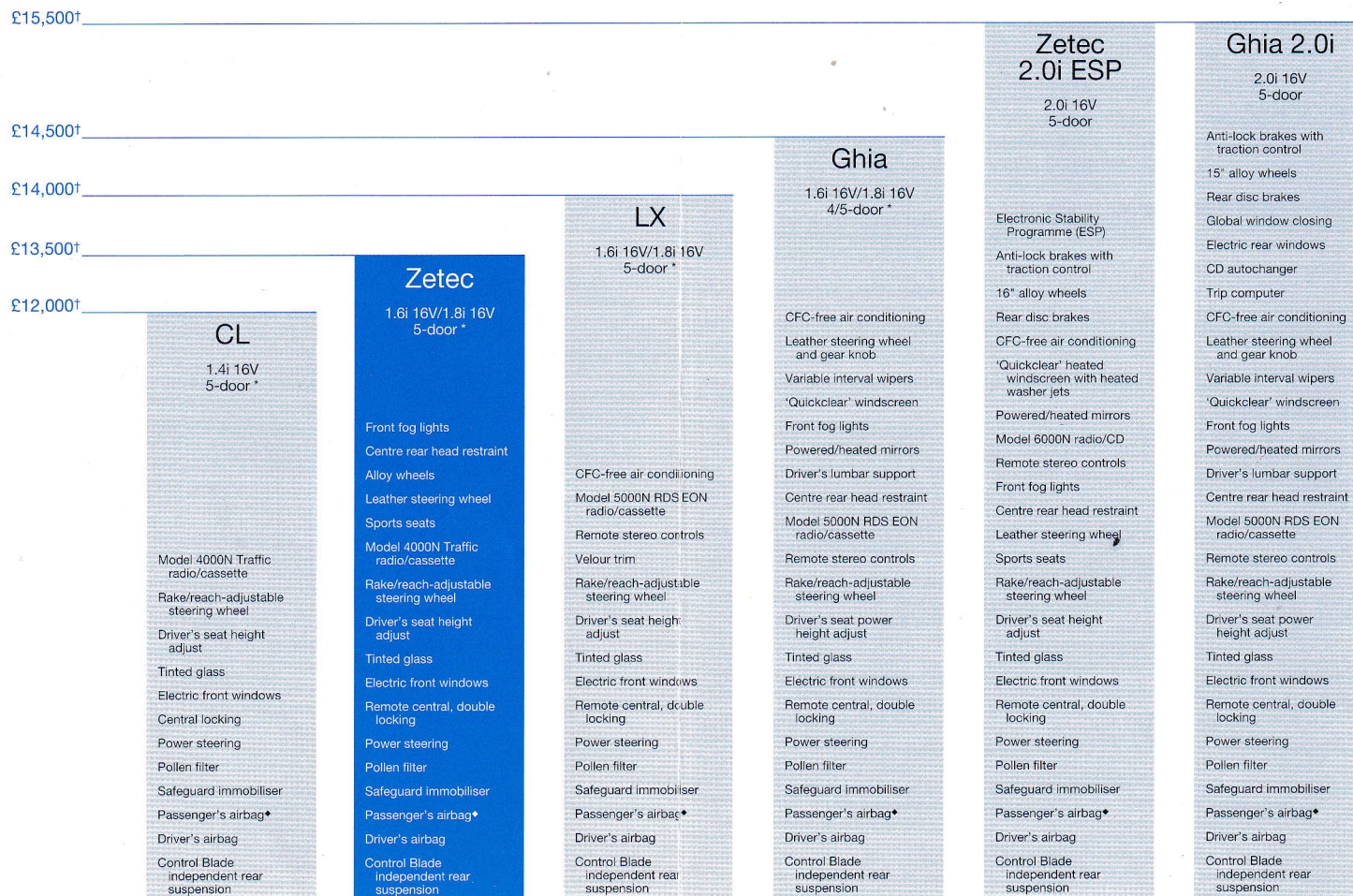
- Striking New Edge design
- Control Blade independent rear suspension delivering outstanding driving dynamics
- Class-leading head and leg room
- Low-friction engine design delivers excellent fuel economy without compromising on performance

Introducing the simple way of
choosing a new Ford...

Positioned at the heart of each market segment, the Ford Feature Model brings together an outstanding package of features which represents great value:

- The specification has been carefully chosen to meet all you would expect from Ford and offers the best value for money.
- With many models to choose between, you have to be certain you are making the right choice.
- The Ford Feature Model takes the anxiety out of the buying process by presenting you with a choice that offers a car with the most popular items of equipment already fitted as standard.
- To ensure that customer choice is never compromised, we continue to offer a wide range of models to suit individual demands.
 - Simple reduced price steps make your choice easier.

Whichever Ford you choose, you can be sure it will reward you with outstanding driving dynamics and unique style at an affordable price.



optionpacks



stylingpack

£500

Available on Ghia
(not 2.0i)

- 15" alloy wheels
- Metallic paint

climatepack

£500

- Air conditioning (CL & Zetec – not 2.0i)
 - Sunroof (LX only)
- 'Quickclear' heated windscreen with heated washer jets
- Electrically-operated and heated door mirrors



reflexpack

£500

Available on CL, Zetec, LX
& Ghia (not 2.0i)

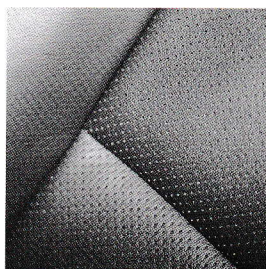
- Electronic anti-lock brakes
 - Traction control
- Front side airbags

luxurypack

£1000

Ghia 1.6i/1.8

- Leather trim
 - Electrically-operated rear windows with global closing
- Ghia 2.0i**
- Leather trim
 - Cruise control



stylingpack

£1000

Available on Zetec and
2.0i Zetec ESP

- Perforated leather seat facings
- Metallic paint

† On the road prices consist of the recommended retail price of the vehicle, delivery to Dealer, VAT, 12 months Government Road Fund Licence, Government Vehicle First Registration Fee and estimated cost of number plates.

* Selected models only illustrated.

fordfocus optionpack availability

	CL	Zetec	Zetec 2.0i	LX	Ghia	Ghia 2.0i
Option Packs (at extra cost)						
Climate Pack (inc air conditioning)	▼	▼	S	—	S	S
Climate Pack (inc sunroof)	—	—	—	▼	—	—
Reflex Pack	▼	▼	—	▼	▼	—
Styling Pack — Zetec	—	▼	—	—	—	—
Styling Pack — Ghia	—	—	—	—	▼	—
Luxury Pack — Ghia 1.6i/1.8	—	—	—	—	▼	—
Luxury Pack — Ghia 2.0i	—	—	—	—	—	▼
Optional Equipment (at extra cost)						
Airbag — Front side impact airbags♦	—	—	▼	—	—	▼
Airbag — Delete passenger's airbag	▼	▼	▼	▼	▼	▼
Alarm — Interior scan and perimeter (not 3-door Zetec)	—	▼	▼	▼	▼	▼
Alarm — Perimeter (3-door only)	—	▼	▼	—	—	—
Front fog lights and rear centre head restraint (not available on 3-door)	▼	S	S	▼	S	S
Roof rails (estates only, includes heavy duty suspension on CL & LX)	▼	▼	▼	▼	▼	▼
Spare wheel — 'Space saver' in lieu of full size spare	▼	S	S	▼	▼	S
Sunroof — Manual (not available on 3-door CL)	▼	▼	▼	▼	▼	▼
LPG (Liquefied Petroleum Gas) bi-fuel engine (1.8i only)	—	▼	—	▼	▼	—
Audio						
CD upgrade — 6000 RDS EON in lieu of 4000 (not available on 3-door CL)	▼	▼	S	—	—	—
CD upgrade — CD autochanger	—	—	—	▼	▼	S
Body Colour						
Metallic paint	▼	▼	▼	▼	▼	▼

▼ = Option at extra cost S = Standard

	Price £	VAT £	Total £
Option Prices (Factory-fitted)			
Option Packs			
Climate Pack	425.53	74.47	500.00
Reflex Pack	425.53	74.47	500.00
Styling Pack — Zetec	851.06	148.94	1000.00
Styling Pack — Ghia	425.53	74.47	500.00
Luxury Pack	851.06	148.94	1000.00
Optional Equipment			
Airbag — Front side impact airbags♦ (2.0i only)	127.66	22.34	150.00
Airbag — Delete passenger's airbag	N/C	N/C	N/C
Alarm — Interior scan and perimeter (not 3-door Zetec)	212.77	37.23	250.00
Alarm — Perimeter (3-door Zetec only)	127.66	22.34	150.00
Front fog lights and rear centre head restraint (not available on 3-door)	127.66	22.34	150.00
Roof rails (estates only, includes heavy duty suspension on CL & LX)	212.77	37.23	250.00
Spare wheel — 'Space saver' in lieu of full size spare	N/C	N/C	N/C
Sunroof — Manual (not available on 3-door CL)	212.77	37.23	250.00
LPG (Liquefied Petroleum Gas) bi-fuel engine (1.8i only)	1702.13	297.87	2000.00
Audio			
CD upgrade — 6000 RDS EON in lieu of 4000 (not available on 3-door CL)	212.77	37.23	250.00
CD upgrade — CD autochanger	212.77	37.23	250.00
Body Colour			
Metallic paint	212.77	37.23	250.00

family cars aren't expected to be as comfortable as an executive car, and as agile as a coupé. they aren't expected to give you 40 mpg* yet still take you to 115 mph. they aren't expected to be as safe as a larger car. and they're certainly not expected to be stylish as well as spacious.

but this isn't any family car. it's the ford**focus** and it will change your expectations forever.

expect**more**

Pack Details

Climate Pack (inc. air conditioning) – CL and Zetec

CFC-free air conditioning, heated windscreen – 'Quickclear' – with heated washer jets and electrically-operated and heated door mirrors

Climate Pack (inc. sunroof) – LX

Manual tilt/slide sunroof, heated windscreen – 'Quickclear' – with heated washer jets and electrically-operated and heated door mirrors

Reflex Pack (not 2.0i)

Anti-lock brakes (with rear discs in lieu of drums on 1.8i), traction control and front side impact airbags♦

Styling Pack – Zetec

Metallic paint and perforated leather seat facings

Styling Pack – Ghia 1.6i/1.8

Metallic paint and 6Jx15 alloy wheels (steel 'space saver' spare) with 195/55 R15H (195/60 R15V on diesel) tyres

Luxury Pack – Ghia 1.6i/1.8

Leather trim and power rear windows with global close feature

Luxury Pack – Ghia 2.0i

Leather trim and cruise control

Dealer-fit Accessories†

	Price £	VAT £	Total £
Protection Pack (Carpet mats, front and rear mud flaps)	42.55	7.45	50.00
Baby seat (up to 10 kg)	51.06	8.94	60.00
Child safety seat (9 to 25 kg)	51.06	8.94	60.00
Booster cushion (15 to 36 kg)	15.32	2.68	18.00
Warning triangle	8.94	1.56	10.50
First Aid box	18.30	3.20	21.50
Securable crossbars	59.57	10.43	70.00
Dog guard – Half-height	51.06	8.94	60.00
Dog guard – Full-height with divider	140.43	24.57	165.00

♦ Note

A rear-facing child seat should never be placed in the front passenger seat when the Ford vehicle is equipped with a front passenger's or side airbags.

† Please consult your Ford Dealer to confirm the fitted price.

* Based on 1.6 Zetec. Official fuel consumption mpg: urban 30.1, extra urban 49.6, combined 40.4.

Ford Service Connect Plans are the best way to look after you and your Ford from the day you take delivery. There is a choice of plans to suit your particular needs. All servicing requirements plus extensions to your twelve-month warranty and RAC membership can be covered, enabling you to enjoy up to three years of worry-free motoring. For more information, contact your local Ford Dealer.

customer order price protection plan

Ford's Price Protection Plan means that the price you pay is the same as the price on your order, as long as you are prepared to accept delivery within three months, and in any event, as soon as your vehicle is available. Your Dealer has full details of the Plan. Ford Motor Company Limited is not liable for changes in price caused by Government changes in tax rates or changes in other applicable legislation.

recommended price

The Estimated 'On the Road' retail price consists of the recommended retail price of the vehicle, delivery to Dealer, VAT, Government Road Fund Licence, Government Vehicle First Registration Fee and estimated cost of number plates. Recommended retail prices are prices recommended by Ford to the Dealer including VAT.

vat

VAT shown in this Price Guide is calculated at 17.5%. The total price of a vehicle, including factory-fitted options and accessories fitted by the Ford Dealer, will be subject to VAT on retail sale.

road fund licence

The Road Fund Licence charge is applicable at the time of supply.

export models

For Export models, differences can exist in relation to prices and specifications. For further information about Export models and Export optional equipment, please contact Ford Motor Company Limited, Tax Free Sales, Wintersells Road, Byfleet, Surrey KT14 7LF. Tel: 01932 335113.

price and specification changes

The prices and specifications in this publication were true and accurate at the time of printing. You should, however, check details with your Dealer, as there may have been changes in view of the Ford policy of continuous development. The right is reserved to change specification, prices and colours.

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