

# ford**focus** retail prices

20th april 1999

P2

Featuring

CL

The Ford Feature Model™ **Zetec**

LX

Ghia



# fordfocusprices

Focus	Doors	Engine	Price £	VAT £	Total Retail £	Estimated 'On the Road' Retail £
<b>3 Doors</b>						
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
<b>5 Doors</b>						
CL	5	1.4i 16V	10463.83	1831.17	12295.00	13000.00
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	1.8 TDdi	11314.89	1980.11	13295.00	14000.00
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	1.8 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	1.8 TDdi	12165.96	2129.04	14295.00	15000.00
Ghia	5	2.0i 16V	12591.49	2203.51	14795.00	15500.00
<b>4 Doors</b>						
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	1.8 TDdi	12165.96	2129.04	14295.00	15000.00
Ghia	4	2.0i 16V	12591.49	2203.51	14795.00	15500.00
<b>5-Door Estate</b>						
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	1.8 TDdi	11740.43	2054.57	13795.00	14500.00
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	1.8 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. 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

£15,500†

£14,500†

£14,000†

£13,500†

£13,000†

### CL

1.4 16V  
5-door \*

Model 4000N  
radio/cassette  
Rake/reach-adjustable  
steering wheel  
Driver's seat height  
adjust  
Tinted glass  
Electric front windows  
Central locking  
Power steering  
Pollen filter  
Safeguard immobiliser  
Passenger's airbag  
Driver's airbag  
Control Blade  
independent rear  
suspension

### Zetec

1.6i 16V/1.8i 16V  
5-door \*

Front fog lights  
Centre rear head restraint  
Alloy wheels  
Leather steering wheel  
Sports seats  
Model 4000N  
radio/cassette  
Rake/reach-adjustable  
steering wheel  
Driver's seat height  
adjust  
Tinted glass  
Electric front windows  
Remote central, double  
locking  
Power steering  
Pollen filter  
Safeguard immobiliser  
Passenger's airbag  
Driver's airbag  
Control Blade  
independent rear  
suspension

### LX

1.6i 16V/1.8i 16V  
5-door \*

Remote stereo controls  
CFC-free air conditioning  
Leather steering wheel  
and gear knob  
Variable intermittent  
wipers  
'Quickclear' windscreen  
Front fog lights  
Powered/heated mirrors  
Driver's lumbar support  
Centre rear head restraint  
Model 5000N RDS  
radio/cassette  
Velour trim  
Rake/reach-adjustable  
steering wheel  
Driver's seat height  
adjust  
Tinted glass  
Electric front windows  
Remote central, double  
locking  
Power steering  
Pollen filter  
Safeguard immobiliser  
Passenger's airbag  
Driver's airbag  
Control Blade  
independent rear  
suspension

### Ghia

1.6i 16V/1.8i 16V  
4/5-door \*

Remote stereo controls  
CFC-free air conditioning  
Leather steering wheel  
and gear knob  
Variable intermittent  
wipers  
'Quickclear' windscreen  
Front fog lights  
Powered/heated mirrors  
Driver's lumbar support  
Centre rear head restraint  
Model 5000N RDS  
radio/cassette  
Rake/reach-adjustable  
steering wheel  
Driver's seat power  
height adjust  
Tinted glass  
Electric front windows  
Remote central, double  
locking  
Power steering  
Pollen filter  
Safeguard immobiliser  
Passenger's airbag  
Driver's airbag  
Control Blade  
independent rear  
suspension

### Ghia

2.0i 16V 4/5-door \*

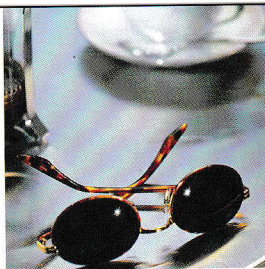
ABS and traction control  
Global window closing  
Electric rear windows  
CD autochanger  
Trip computer  
15" alloy wheels  
Rear disc brakes  
Remote stereo controls  
CFC-free air conditioning  
Leather steering wheel  
and gear knob  
Variable intermittent  
wipers  
'Quickclear' windscreen  
Front fog lights  
Powered/heated mirrors  
Driver's lumbar support  
Centre rear head restraint  
Model 5000N RDS  
radio/cassette  
Rake/reach-adjustable  
steering wheel  
Driver's seat power  
height adjust  
Tinted glass  
Electric front windows  
Remote central, double  
locking  
Power steering  
Pollen filter  
Safeguard immobiliser  
Passenger's airbag  
Driver's airbag  
Control Blade  
independent rear  
suspension

† 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.



# optionpacks



## stylingpack

**£500**

Available on Ghia  
(not 2.0i)

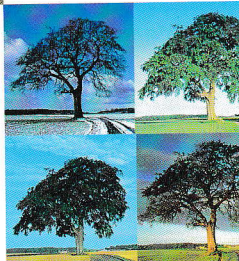
- 15" alloy wheels
- Metallic paint

## climatepack

**£500**

Available on CL, Zetec & LX

- Air conditioning (CL & Zetec only)
- Sunroof (LX only)
- 'Quickclear' heated windscreen with heated washer jets
- Electrically-operated and heated door mirrors with body-coloured housings



## reflexpack

**£500**

Available on CL, Zetec, LX,  
1.6i/1.8i/1.8 TDDi Ghia

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

## luxurypack

**£1500**

Ghia

- Leather trim
- Electrically-operated rear windows with global closing

Ghia 2.0i

- Leather trim
- Cruise control





## fordfocus optionpack availability

	CL	Zetec	LX	Ghia
<b>Option Packs (at extra cost)</b>				
Reflex Pack	▼	▼	▼	▼*
Climate Pack (inc. air conditioning)	▼	▼	▼	S
Climate Pack (inc. sunroof)	—	—	▼	—
Styling Pack	—	—	—	▼†
Luxury Pack	—	—	—	▼
<b>Optional Equipment (at extra cost)</b>				
Airbag – Front side impact airbags♦ (2.0i only)	—	—	—	▼
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	▼	S	—	S
Spare wheel – 'Space saver' in lieu of full size spare (standard on 2.0i Ghia)	▼	S	▼	▼
Sunroof – Manual	▼	—	▼	▼
Estate Pack – Roof rails and, on CL and LX, heavy-duty suspension	▼	▼	▼	▼
<b>Audio</b>				
CD upgrade – 6000 RDS EON in lieu of 4000	▼	▼	—	—
CD upgrade – CD autochanger (standard on 2.0i Ghia)	—	—	▼	▼
<b>Body Colour</b>				
Metallic paint	▼	▼	▼	▼

▼ = Option at extra cost S = Standard

\* Not 2.0i Ghia, ABS and traction control are standard on 2.0i.

† Not 2.0i Ghia, alloy wheels are standard on 2.0i.

### Option Prices (Factory-fitted)

#### Option Packs

	Price £	VAT £	Total £
Reflex Pack	425.53	74.47	500.00
Climate Pack	425.53	74.47	500.00
Styling Pack	425.53	74.47	500.00
Luxury Pack	1276.60	223.40	1500.00

#### Optional Equipment

Airbag – Front side impact airbags♦ (2.0i Ghia)	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)	127.66	22.34	150.00
Front fog lights and rear centre head restraint	127.66	22.34	150.00
Spare wheel – 'Space saver' in lieu of full size spare (standard on 2.0i Ghia)	N/C	N/C	N/C
Sunroof – Manual	212.77	37.23	250.00
Estate Pack – Roof rails and, on CL and LX, heavy-duty suspension	212.77	37.23	250.00

#### Audio

CD upgrade – 6000 RDS EON in lieu of 4000	212.77	37.23	250.00
CD upgrade – CD autochanger (not 2.0i Ghia)	212.77	37.23	250.00

#### Body Colour

Metallic paint	212.77	37.23	250.00
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#### Pack Details

##### Reflex Pack

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

##### Climate Pack (CL and Zetec)

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

##### Climate Pack (LX)

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

##### Styling Pack

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

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 new ford**focus** and it will change your expectations forever.

expect**more**

#### Pack Details (continued)

##### Luxury Pack (1.6i, 1.8i and 1.8 TDDi Ghia)

Leather trim and power rear windows with global close feature

##### Luxury Pack (2.0i Ghia)

Leather trim and cruise control

#### Dealer-fit Accessories

Price £    VAT £    Total £

##### Lifestyle Accessory Packs

Protection Pack (5-door only)	55.32	9.68	<b>65.00</b>
Emergency Pack	63.83	11.17	<b>75.00</b>
Roof Transportation Pack (4 and 5-door only)	76.60	13.40	<b>90.00</b>
Child Safety Pack	102.13	17.87	<b>120.00</b>
Towing Pack† (3 and 5-door only)	153.19	26.81	<b>180.00</b>

##### Lifestyle Accessory Pack Details

###### Protection Pack (5-door only)

Carpet floor mats  
Front and rear mudflaps  
Rear roller window blinds

###### Towing Pack† (3 and 5-door only)

Fixed towbar  
7-pin electrics

###### Emergency Pack

First Aid kit  
Warning triangle  
5-litre fuel can  
Dry powder fire extinguisher  
Tow rope  
Jump leads (up to 2500 cc)

###### Child Safety Pack

Baby seat (approx. 0 to 9 months)  
Britax 'Supercruiser' child safety seat (approx. 8 months to 7 years)  
Britax 'Horizon' booster cushion (approx. 4 to 12 years)  
First Aid cushion, red

###### Roof Transportation Pack (4 and 5-door only)

Alloy roof crossbars

PLUS EITHER

Bicycle carrier OR

Canoe carrier OR

Ski carrier, 3 pairs OR

Windsurf carrier

† Where a fitted price is quoted this is the Recommended Retail Price of part or parts plus an estimated fitting cost.



## FordService CONNECT

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.

#### ♦ 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.

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