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fordfocus
retail prices

15th october 1998



fordfocusprices

Focus	Doors	Engine	Price £	VAT £	Total Retail £	Estimated 'On the Road' Retail £
3-Doors						
Zetec	3	1.6i 16V	10340.43	1809.57	12150.00	12850.00
Zetec	3	1.8i 16V	10340.43	1809.57	12150.00	12850.00
5-Doors						
CL	5	1.4i 16V	10340.43	1809.57	12150.00	12850.00
CL	5	1.8 TDdi	10765.96	1884.04	12650.00	13350.00
Zetec	5	1.6i 16V	10765.96	1884.04	12650.00	13350.00
Zetec	5	1.8i 16V	10765.96	1884.04	12650.00	13350.00
Zetec	5	1.8 TDdi	11191.49	1958.51	13150.00	13850.00
LX (with sunroof)	5	1.6i 16V	11191.49	1958.51	13150.00	13850.00
LX (with sunroof)	5	1.8i 16V	11191.49	1958.51	13150.00	13850.00
LX (with sunroof)	5	1.8 TDdi	11617.02	2032.98	13650.00	14350.00
LX (with air con*)	5	1.6i 16V	11276.60	1973.40	13250.00	13950.00
LX (with air con*)	5	1.8i 16V	11276.60	1973.40	13250.00	13950.00
LX (with air con*)	5	1.8 TDdi	11702.13	2047.87	13750.00	14450.00
Ghia	5	1.6i 16V	11617.02	2032.98	13650.00	14350.00
Ghia	5	1.8i 16V	11617.02	2032.98	13650.00	14350.00
Ghia	5	1.8 TDdi	12042.55	2107.45	14150.00	14850.00
Ghia	5	2.0i 16V	12468.09	2181.91	14650.00	15350.00
4-Doors						
Ghia	4	1.6i 16V	11617.02	2032.98	13650.00	14350.00
Ghia	4	1.8i 16V	11617.02	2032.98	13650.00	14350.00
Ghia	4	1.8 TDdi	12042.55	2107.45	14150.00	14850.00
Ghia	4	2.0i 16V	12468.09	2181.91	14650.00	15350.00
5-Door Estate						
CL	5	1.8 TDdi	11191.49	1958.51	13150.00	13850.00
Zetec	5	1.6i 16V	11191.49	1958.51	13150.00	13850.00
Zetec	5	1.8i 16V	11191.49	1958.51	13150.00	13850.00
Zetec	5	1.8 TDdi	11617.02	2032.98	13650.00	14350.00
LX (with sunroof)	5	1.6i 16V	11617.02	2032.98	13650.00	14350.00
LX (with sunroof)	5	1.8i 16V	11617.02	2032.98	13650.00	14350.00
LX (with sunroof)	5	1.8 TDdi	12042.55	2107.45	14150.00	14850.00
LX (with air con*)	5	1.6i 16V	11702.13	2047.87	13750.00	14450.00
LX (with air con*)	5	1.8i 16V	11702.13	2047.87	13750.00	14450.00
LX (with air con*)	5	1.8 TDdi	12127.66	2122.34	14250.00	14950.00
Ghia	5	1.8i 16V	12042.55	2107.45	14150.00	14850.00
Ghia	5	1.8 TDdi	12468.09	2181.91	14650.00	15350.00
Ghia	5	2.0i 16V	12893.62	2256.38	15150.00	15850.00

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

*Air conditioning is in lieu of sunroof.

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	150.00	25.00	700.00

The delivery charge will be made on all 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
- Independent rear suspension delivering outstanding driving dynamics
- Class-leading head and leg room
- Low-friction engine design delivers excellent fuel economy without compromising on responsiveness

£15,350†

£14,350†

£13,850†

£13,350†

£12,850†

Ghia

2.0i 16V 4/5-door*

Anti-lock brakes
Rear disc brakes
Traction control
Global window closing
Electric rear windows
CD autochanger
Fuel computer
15" alloy wheels

Ghia

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

'Quickclear' windscreen
Powered/heated mirrors
Driver's lumbar support
Variable intermittent wipers
Air conditioning
Column-mounted remote stereo controls
Leather steering wheel and gear lever knob
Front fog lights
Centre rear head restraint
Model 5000 RDS radio/cassette
Full wheel covers
Remote central/double locking
Driver's seat power height adjust
Rake/reach adjustable steering wheel
Electric front windows
Tinted glass
Power steering
Safeguard immobiliser
Passenger's airbag
Driver's airbag

LX

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

Sunroof/manual tilt and slide
Remote stereo controls
Velour trim
Remote control boot release
Model 5000 RDS radio/cassette
Full wheel covers
Remote central/double locking
Driver's seat height adjust
Rake/reach adjustable steering wheel
Electric front windows
Tinted glass
Power steering
Safeguard immobiliser
Passenger's airbag
Driver's airbag

Zetec

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

Sports seats
Leather steering wheel
Front fog lights
Centre rear head restraint
Model 4000T radio/cassette
Alloy wheels
Remote central/double locking
Driver's seat height adjust
Rake/reach adjustable steering wheel
Electric front windows
Tinted glass
Power steering
Safeguard immobiliser
Passenger's airbag
Driver's airbag

CL

1.4 16V
5-door*

Model 4000T radio/cassette
Full wheel covers
Central locking
Driver's seat height adjust
Rake/reach adjustable steering wheel
Electric front windows
Tinted glass
Power steering
Safeguard immobiliser
Passenger's airbag
Driver's airbag

† 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 and LX

- Air conditioning
- '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

Option Packs

Reflex Pack
Climate Pack
Styling Pack
Luxury Pack

Optional Equipment

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
Spare wheel – 'Space saver' in lieu of full size spare (not Ghia 2.0i)
Sunroof – Manual
Estate Pack – Roof rails and heavy-duty suspension

Audio

CD upgrade – 6000 RDS EON ilo 4000
CD upgrade – CD autochanger (not 2.0i Ghia)

Body Colour

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

	CL	Zetec	LX	Ghia
Reflex Pack	▼	▼	▼	▼*
Climate Pack	▼	▼	▼	S
Styling Pack	▼	▼	▼	▼†
Luxury Pack	▼	▼	▼	▼
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 (not Ghia 2.0i)	▼	S	▼	▼
Sunroof – Manual	▼	▼	S	▼
Estate Pack – Roof rails and heavy-duty suspension	▼	▼	▼	▼
CD upgrade – 6000 RDS EON ilo 4000	▼	▼	▼	▼
CD upgrade – CD autochanger (not 2.0i Ghia)	▼	▼	▼	▼
Body Colour	▼	▼	▼	▼
Metallic paint	▼	▼	▼	▼

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 (not Ghia 2.0i)	N/C	N/C	N/C
Sunroof – Manual	212.77	37.23	250.00
Estate Pack – Roof rails and heavy-duty suspension	212.77	37.23	250.00

Audio

CD upgrade – 6000 RDS EON ilo 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, traction control and front side impact airbags*

Climate Pack

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

Styling Pack

Metallic paint and 16 'spoke' 6Jx15 alloy wheels (steel 'space saver' spare) with 195/55 R15H (195/60 R15V on diesel) tyres

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

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**

Dealer-fit Accessories

Lifestyle Accessory Packs

	Price £	VAT £	Total £
Protection Pack (5-door only)	55.32	9.68	65.00
Emergency Pack	63.63	11.17	75.00
Roof Transportation Pack (4 and 5-door only)	76.60	13.40	90.00
Child Safety Pack	102.13	17.87	120.00
Towing Pack† (3 and 5-door only)	153.19	26.81	180.00

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 (up to 2500 kg)
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

*Based on 1.6 Zetec. Official fuel consumption mpg: urban 30.7, extra urban 51.4, combined 40.9.

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



worry free motoring one, two and three star maintenance plans

Your Ford Dealer can advise you on Extra Cover One, Two and Three Star Warranty plans from Ford. They allow you to add routine servicing or full maintenance cover to your standard New Vehicle Warranty. All plans include RAC Membership and Accident Assist.



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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