

ford**focus** retail prices

19th october 1999

P3

Featuring

CL

The Ford Feature Model™ **Zetec**

Zetec 2.0i ESP

LX

Ghia

Ghia 2.0i



fordfocusprices

Focus	Doors	Engine	Price £	VAT £	Total Retail £	Estimated 'On the Road' Retail £
3 Doors						
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	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	1.6i 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

£15,500†

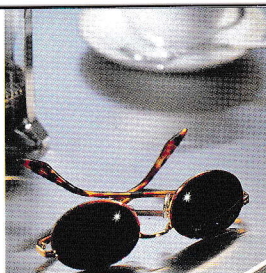
£14,500†

£14,000†

£13,500†

£13,000†

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*

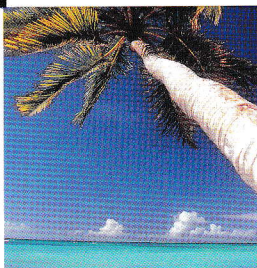
luxurypack £1500

Ghia

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

Ghia 2.0i

- Leather trim
- Cruise control



† 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

	Feature Model		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	—	—	—	—	—	—	▼	—
Luxury Pack – Ghia	—	—	—	—	—	—	▼	—
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)	—	—	—	▼	S	—	—	—
Front fog lights and rear centre head restraint	▼	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	▼	▼	—	—	▼	▼	▼	▼
Audio								
CD upgrade – 6000 RDS EON in lieu of 4000	▼	▼	—	—	S	—	—	—
CD upgrade – CD autochanger	—	—	—	—	—	▼	▼	S
Body Colour								
Metallic paint	▼	▼	—	—	▼	▼	▼	▼
▼ = Option at extra cost S = Standard								

▼ = Option at extra cost S = Standard

Option Prices (Factory-fitted)

	Price £	VAT £	Total £
Option Packs			
Climate Pack	425.53	74.47	500.00
Reflex 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 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	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	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	212.77	37.23	250.00
Body Colour			
Metallic paint	212.77	37.23	250.00

Pack Details

Climate Pack (CL and Zetec)

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

Climate Pack (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

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 – Ghia

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

† 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.

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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