

# Ford**Focus**

Price List and Model Specifier  
Effective from 19 August 2002





## Which Focus?

Note down your requirements.

	Price £
<b>Series</b>	
CL	
Zetec	
LX	
Ghia	
ST170	
<b>Body colour</b>	
<b>Audio</b>	
<b>Optional equipment</b>	
<b>Option packs</b>	
<b>Dealer-fit accessories</b>	
<b>Total</b>	

## Prices

	CO <sub>2</sub> Band†	Price £	VAT £	Total Retail £	Estimated 'On the Road' Retail £†
<b>CL</b>					
1.4i 16V 3-door	C2	8787.23	1537.77	10325.00	10495.00
1.4i 16V 5-door	C2	9212.77	1612.23	10825.00	10995.00
1.8 TDdi (90 PS) 5-door	B3	10582.98	1852.02	12435.00	12595.00
1.6i 16V Estate	C2	10276.60	1798.40	12075.00	12245.00
1.8 TDdi (90 PS) Estate	B3	11221.28	1963.72	13185.00	13345.00
<b>Zetec</b>					
1.6i 16V 3-door	C2	9851.06	1723.94	11575.00	11745.00
1.8i 16V 3-door	D2	10259.57	1795.43	12055.00	12245.00
1.6i 16V auto 3-door	E2	10672.34	1867.66	12540.00	12745.00
1.8 TDdi (90 PS) 3-door	B3	10795.74	1889.26	12685.00	12845.00
1.8 TDCi (100 PS) 3-door	B3	11306.38	1978.62	13285.00	13445.00
1.8 TDCi (115 PS) 3-door	B3	11646.81	2038.19	13685.00	13845.00
1.6i 16V 5-door	C2	10276.60	1798.40	12075.00	12245.00
1.8i 16V 5-door	D2	10685.11	1869.89	12555.00	12745.00
1.6i 16V auto 5-door	E2	11097.87	1942.13	13040.00	13245.00
1.8 TDdi (90 PS) 5-door	B3	11221.28	1963.72	13185.00	13345.00
1.8 TDCi (100 PS) 5-door	B3	11731.91	2053.09	13785.00	13945.00
1.8 TDCi (115 PS) 5-door	B3	12072.34	2112.66	14185.00	14345.00
1.6i 16V Estate	C2	10914.89	1910.11	12825.00	12995.00
1.8i 16V Estate	D2	11323.40	1981.60	13305.00	13495.00
1.6i 16V auto Estate	E2	11736.17	2053.83	13790.00	13995.00
1.8 TDdi (90 PS) Estate	B3	11859.57	2075.43	13935.00	14095.00
1.8 TDCi (100 PS) Estate	B3	12582.98	2202.02	14785.00	14945.00
1.8 TDCi (115 PS) Estate	B3	12923.40	2261.60	15185.00	15345.00
<b>Zetec 2.0i</b>					
2.0i 16V (130 PS) 3-door	E2	11097.87	1942.13	13040.00	13245.00
2.0i 16V (130 PS) 5-door	E2	11523.40	2016.60	13540.00	13745.00
2.0i 16V (130 PS) Estate	E2	12161.70	2128.30	14290.00	14495.00
<b>LX</b>					
1.4i 16V 3-door	C2	9212.77	1612.23	10825.00	10995.00
1.6i 16V 4-door	C2	10489.36	1835.64	12325.00	12495.00
1.8i 16V 4-door	D2	10897.87	1907.13	12805.00	12995.00
1.6i 16V auto 4-door	E2	11310.64	1979.36	13290.00	13495.00
1.8 TDdi (90 PS) 4-door	B3	11434.04	2000.96	13435.00	13595.00
1.4i 16V 5-door	C2	9638.30	1686.70	11325.00	11495.00
1.6i 16V 5-door	C2	10489.36	1835.64	12325.00	12495.00
1.8i 16V 5-door	D2	10897.87	1907.13	12805.00	12995.00
1.6i 16V auto 5-door	E2	11310.64	1979.36	13290.00	13495.00
1.8 TDdi (90 PS) 5-door	B3	11434.04	2000.96	13435.00	13595.00
1.8 TDCi (100 PS) 5-door	B3	11944.68	2090.32	14035.00	14195.00
1.8 TDCi (115 PS) 5-door	B3	12285.11	2149.89	14435.00	14595.00
1.6i 16V Estate	C2	11127.66	1947.34	13075.00	13245.00
1.8i 16V Estate	D2	11536.17	2018.83	13555.00	13745.00
1.6i 16V auto Estate	E2	11948.94	2091.06	14040.00	14245.00
1.8 TDdi (90 PS) Estate	B3	12072.34	2112.66	14185.00	14345.00
1.8 TDCi (100 PS) Estate	B3	12795.74	2239.26	15035.00	15195.00
1.8 TDCi (115 PS) Estate	B3	13136.17	2298.83	15435.00	15595.00
<b>Ghia</b>					
1.6i 16V 4-door	C2	11127.66	1947.34	13075.00	13245.00
1.8i 16V 4-door	D2	11536.17	2018.83	13555.00	13745.00
1.6i 16V auto 4-door	E2	11948.94	2091.06	14040.00	14245.00
1.8 TDdi (90 PS) 4-door	B3	12072.34	2112.66	14185.00	14345.00
2.0i 16V (130 PS) 4-door	E2	12374.47	2165.53	14540.00	14745.00
2.0i 16V (130 PS) auto 4-door	E2	13225.53	2314.47	15540.00	15745.00
1.8 TDCi (100 PS) 4-door	B3	12795.74	2239.26	15035.00	15195.00
1.8 TDCi (115 PS) 4-door	B3	13348.94	2336.06	15685.00	15845.00
1.6i 16V 5-door	C2	11127.66	1947.34	13075.00	13245.00
1.8i 16V 5-door	D2	11536.17	2018.83	13555.00	13745.00
1.6i 16V auto 5-door	E2	11948.94	2091.06	14040.00	14245.00
1.8 TDdi (90 PS) 5-door	B3	12072.34	2112.66	14185.00	14345.00
2.0i 16V (130 PS) 5-door	E2	12374.47	2165.53	14540.00	14745.00
2.0i 16V (130 PS) auto 5-door	E2	13225.53	2314.47	15540.00	15745.00
1.8 TDCi (100 PS) 5-door	B3	12795.74	2239.26	15035.00	15195.00
1.8 TDCi (115 PS) 5-door	B3	13348.94	2336.06	15685.00	15845.00

To find your nearest Ford Dealer, visit our Dealer locator on [www.ford.co.uk](http://www.ford.co.uk) or call 0845 841 1111.



## Prices

	CO <sub>2</sub> Band <sup>†</sup>	Price £	VAT £	Total Retail £	Estimated 'On the Road' Retail £ <sup>‡</sup>
1.8i 16V Estate	D2	12174.47	2130.53	<b>14305.00</b>	<b>14495.00</b>
1.6i 16V auto Estate	E2	12587.23	2202.77	<b>14790.00</b>	<b>14995.00</b>
2.0i 16V (130 PS) Estate	E2	13012.77	2277.23	<b>15290.00</b>	<b>15495.00</b>
2.0i 16V (130 PS) auto Estate	E2	13863.83	2426.17	<b>16290.00</b>	<b>16495.00</b>
1.8 TDDi (90 PS) Estate	B3	12710.64	2224.36	<b>14935.00</b>	<b>15095.00</b>
1.8 TDCi (100 PS) Estate	B3	13646.81	2388.19	<b>16035.00</b>	<b>16195.00</b>
1.8 TDCi (115 PS) Estate	B3	14200.00	2485.00	<b>16685.00</b>	<b>16845.00</b>
<b>ST170</b>					
2.0i 16V (173 PS) 3-door	E2	13438.30	2351.70	<b>15790.00</b>	<b>15995.00</b>
2.0i 16V (173 PS) 5-door	E2	13863.83	2426.17	<b>16290.00</b>	<b>16495.00</b>
2.0i 16V (173 PS) Estate	E2	14502.13	2537.87	<b>17040.00</b>	<b>17245.00</b>

All vehicles are 5-speed manual, apart from ST170 which is 6-speed manual, unless auto stated.  
All petrol engines are equipped with a catalytic converter. <sup>‡</sup> See CO<sub>2</sub> emissions/estimated 'On the Road' information table.

## Dealer-fit accessories\*

	Price £	VAT £ <sup>o</sup>	Total £
Protection Pack (Velour carpet mats, front and rear mud flaps)	70.64	12.36	<b>83.00</b>
Baby seat (up to 13 kg) <sup>o</sup>	61.90	3.10	<b>65.00</b>
Child safety seat (9 to 25 kg) <sup>o</sup>	52.38	2.62	<b>55.00</b>
Booster cushion (15 to 36 kg) <sup>o</sup>	17.14	0.86	<b>18.00</b>
Warning triangle	8.94	1.56	<b>10.50</b>
First Aid box	12.77	2.23	<b>15.00</b>
Securable crossbars	63.83	11.17	<b>75.00</b>
Dog guard – Half-height (3/5 door)	63.83	11.17	<b>75.00</b>
Dog guard – Full-height with divider	140.43	24.57	<b>165.00</b>

\*Please consult your Ford Dealer to confirm the fitted price. <sup>o</sup>With effect from 12 May 2001 the VAT charged on child seats was reduced to 5%.

## CO<sub>2</sub> emissions/estimated 'On the Road' information

The Vehicle Excise Duty (VED) charged on new cars is based on their engine's CO<sub>2</sub> emissions<sup>oo</sup> (expressed in grammes per kilometre). The chart below shows the Bands and the VED which will be levied.

VED Band	CO <sub>2</sub> Emissions (g/km) <sup>oo</sup>	Alternative Fuel £ 1	Petrol £ 2	Diesel £ 3
A	up to 120	60.00	70.00	80.00
B	121 to 150	90.00	100.00	110.00
C	151 to 165	110.00	120.00	130.00
D	166 to 185	130.00	140.00	150.00
E	over 185	150.00	155.00	160.00

<sup>oo</sup>All CO<sub>2</sub> emissions figures in g/km are from officially approved tests under the Passenger Car Fuel Consumption Order 1983 and in accordance with EEC Directive 93/116/EC.

The CO<sub>2</sub> emissions test figures shown in the chart do not express or imply any guarantee of the emissions of a car of the class in question. All the figures are based on tests conducted on vehicles with standard wheels and tyres; optional or accessory wheels and tyres may have an effect on the emissions of a vehicle.

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

CO <sub>2</sub> Emissions Band (see separate table for details)	Number Plates (Est) £	Vehicle First Registration Fee £	Vehicle Excise Duty £	Total £
B3	25.00	25.00	110.00	<b>160.00</b>
C2	25.00	25.00	120.00	<b>170.00</b>
D2	25.00	25.00	140.00	<b>190.00</b>
E2	25.00	25.00	155.00	<b>205.00</b>

The delivery charge is included in the total retail price, and is 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.

## Option availability

<b>Body colour (at extra cost)</b>
Metallic paint
<b>Audio (at extra cost)</b>
Audio upgrade – 6006CDX in lieu of 6000CD
Satellite Navigation System
Satellite Navigation System with 6-CD upgrade
<b>Optional equipment (at extra cost)</b>
Airbag – Front side impact airbags* (TDCi estates only on 3-door)
Airbag – Delete passenger's airbag
Air conditioning – CFC-free
Air conditioning – CFC-free with Electronic Automatic Temp Control (includes trip computer)
Air conditioning – CFC-free with EATC in lieu of standard air conditioning
Alarm – Interior scan and perimeter (not available on 3-door, (CAT 1 Thatcham approved on ST170))
Alarm – Perimeter (3-door only)
Cruise control (2.0i petrol models only)
Door mirrors – Electrically-operated and heated
Electronic Stability Programme (ESP) (not available on 1.4 petrol models)
Headlights – Xenon
Heated windscreens – 'Quickclear'
Park Assist
Partial dress-up kit (Rear spoiler, stainless steel grille, chrome door handles, 15" 3x2-spoke alloy wheels)
Rear spoiler
Sunroof – Power
Suspension – Self-levelling (includes heavy-duty suspension)
Suspension – Self-levelling (includes heavy-duty suspension and if ordered with Reflex Pack)
Suspension – Self-levelling (includes heavy-duty suspension estates only)
Tow bar – Fixed (not available with Park Assist)
Tow bar – Detachable (not available with Park Assist)
Wheels – Full-size spare
Wheels – 15" alloy with star design ('temporary' steel 'space saver' wheels)
Wheels – 15" alloy with star design ('temporary' steel 'space saver' wheels)
Wheels – 16" 5x2-spoke cast alloy ('temporary' steel 'space saver' wheels) (not available on 1.6i auto)
<b>Option packs (at extra cost)</b>
Climate Pack – CFC-free air conditioning, 'Quickclear' heated door mirrors and electrically-operated and heated door mirrors
Interior Versatility Pack – Fold-flat front passenger's seat, door bins, fold rear seat with centre armrest stowage, comfort head restraint (centre rear), centre rear head restraint, reversible loadspace divider
In addition on 5-door: Package tray with stowage net and stowage in loadspace sidewalls and on Estate only: Loadspace carrier (only available with Midnight Black fabric interior trim)
Reflex Pack – Anti-lock brakes, traction control and front side airbags (not available on TDCi estates)
Styling Pack – Metallic paint, heated driver's and front passenger leather seat facings (also available with solid paint at standard price)
Smokers' Pack – Ashtray and cigar lighter
Comfort Pack – CFC-free air conditioning with Electronic Automatic Temp Control (EATC) in lieu of standard air conditioning, 'Quickclear' heated windscreens and xenon headlights
Custom Pack – Heated Recaro leather seats, 9006 ICE in lieu of standard 9006 and metallic paint (3- and 5-door only, not available on Estate models)

◊ = Option at extra cost   ● = Standard   ●+ = Option at no extra cost  
\*Note If the spare wheel rim or tyre differs from the other wheels



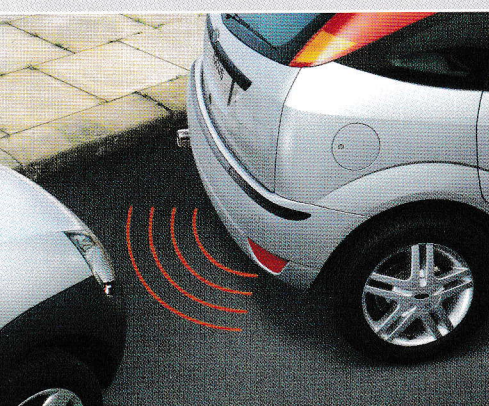
	CL	Zetec	2.0i	LX	1.4i	Ghia	2.0i / TDCi	ST170	Price £	VAT £	Total £
	○	○	○	○	○	○	○	○	255.32	44.68	300.00
		○		○		○			212.77	37.23	250.00
			○				○		1034.04	180.96	1215.00
				○		○			1246.81	218.19	1465.00
etec, LX and Ghia)		○	○	○		○	○		127.66	22.34	150.00
	●+	●+	●+	●+	●+	●+	●+		0.00	0.00	0.00
	○	○	●	●	○	●		●	425.53	74.47	500.00
erature Control (EATC)	○	○			○		●		765.96	134.04	900.00
conditioning			○	○		○			340.43	59.57	400.00
except ST170)	○	○	○	○	○	○	○	●	212.77	37.23	250.00
	○	○	○		○				127.66	22.34	150.00
							○		170.21	29.79	200.00
			●	○		●	●	●	85.11	14.89	100.00
ontrol, and all diesel variants)	○	○	○	○		○	○	○	638.30	111.70	750.00
		○	○			○	○		425.53	74.47	500.00
	○	○	●	●	●	●	●		127.66	22.34	150.00
	○	○	○	○	○	○	○	○	255.32	44.68	300.00
e exhaust		○							638.30	111.70	750.00
		○	○					○	212.77	37.23	250.00
	○	○	○	○	○	○	○	○	340.43	59.57	400.00
) Available on estates only			○				○		212.77	37.23	250.00
) Available on estates only	○	○		○		○			212.77	37.23	250.00
and ABS.) Available on	○	○		○		○			510.64	89.36	600.00
	○	○	○	○	○	○	○		255.32	44.68	300.00
	○	○	○	○	○	○	○		425.53	74.47	500.00
	○	○	○	○	○	○	○		25.53	4.47	30.00
aver' spare)*	○				○				425.53	74.47	500.00
aver' spare)*				○					212.77	37.23	250.00
aver' spare)*		○	●						425.53	74.47	500.00
d windscreen with heated	○	○							553.19	96.81	650.00
s with body colour housings		○	○	○	○	○	○		255.32	44.68	300.00
uble map pocket											
seats, 40/20/40 split											
straints (not driver's or											
carpet and stowage mat.											
orage box, stowage nets											
roller net (5-door and estate											
e impact airbags*	○	○		○	○	○		●	425.53	74.47	500.00
nger's seats and perforated		○	○			○	○		851.06	148.94	1000.00
d Styling Pack price)	○	○	○	○	○	○	○	○	12.77	2.23	15.00
omatic Temperature								○	638.30	111.70	750.00
er' heated windscreen											
u of 6006CDX								○	1702.13	297.87	2000.00

extra cost. \*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.  
is fitted: DO NOT drive in excess of 50 mph (80 km/h). DO drive the least possible distance.

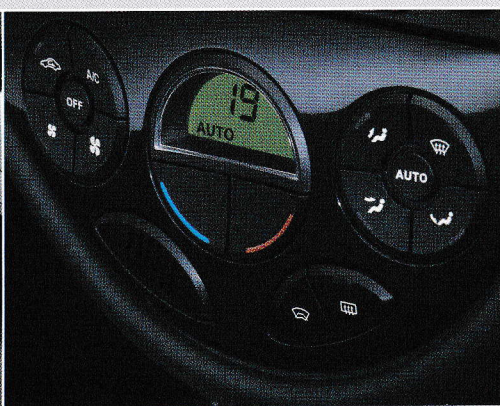




**Xenon headlights** Provide outstanding levels of illumination.  
(see Optional equipment)



**Park Assist sensors** Located in the rear bumper, they help the driver to safely judge parking distances by means of an audible warning.  
(see Optional equipment)



**Automatic air conditioning** Maintains a comfortable, humidity-free environment.  
(see Optional equipment)



**Alloy wheels** Optional 15" 6-spoke star design for added exterior appearance.  
(see Optional equipment)





**Germany's most dependable car:  
A 3-year-old European Ford.**



### Ford Focus wins for Europe

The German TÜV, an authoritative industry body, controlling and approving quality standards of industrial and consumer products, declared the Ford Focus the industry leader in reliability for cars between one and three years old, in their 'Auto Report 2002'.

The Ford Focus is the first German-built car to secure this coveted No.1 position since 1987.

### Ford Protect

Every new Ford car sold is protected by 12 months' unlimited mileage manufacturer's warranty, plus the option of extending this warranty with a no-cost 3-year/60,000 miles Ford Protect Plan. Upgrades are also available, giving you the option of worry-free motoring for up to 5 years.

### 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 (which includes delivery to Dealer), VAT, Government Vehicle Excise Duty, Government Vehicle First Registration Fee and estimated cost of number plates. Recommended retail prices are prices recommended by Ford to the Dealer including VAT.

Dealer

### 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.

### Vehicle Excise Duty

The Vehicle Excise Duty 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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