

# Sourcewell Customer Pricing CY2021-2024

Peterbilt Motors Company Contract #060920-PMC

OCTOBER 1, 2021 REVISION

Model	Model 220	Model 220EV	Model 325	Model 330	Model 337	Model 348	Model 535	Model 536	Model 537	Model 548
Example MSRP/Base List Price	\$91,135	\$446,984	\$83,944	\$88,697	\$95,459	\$108,550	\$90,723	\$93,568	\$95,203	\$108,586
CY2021-2024 Sourcewell DISCOUNT	10.00%	14.00%	17.00%	18.00%	19.00%	26.00%	15.00%	16.00%	17.00%	20.00%
<b>Sourcewell Customer Price</b>	\$82,023	\$384,412	\$69,673	\$72,731	\$77,324	\$80,325	\$77,112	\$78,594	\$79,022	\$86,870

Model	Model 365	Model 367	Model 567	Model 579	Model 579EV	Model 389	Model 520	Model 520EV
List Price	\$173,401	\$176,503	\$178,721	\$191,060	\$596,681	\$188,869	\$196,670	\$638,044
CY2021-2024 Sourcewell DISCOUNT	31.00%	34.00%	34.00%	35.00%	37.00%	35.00%	35.00%	37.00%
<b>Sourcewell Customer Price</b>	\$119,647	\$116,490	\$117,963	\$124,180	\$375,920	\$122,762	\$127,829	\$401,969

\*Customer price includes cab & chassis, factory-freight, Pre-Delivery-Inspection (PDI) and dealer profit.

\*Customer price **does not** include any flooring/interest charges, any applicable taxes (i.e. FET), and any components/services provided by the Peterbilt dealer after delivery from Peterbilt factory (i.e. body, manuals, training, doc fees, local-delivery, additional fuel/def, extended coverages, etc.)

- Due to global supply chain cost increases, all trucks are subject to a commodity surcharge of up to 10% of truck (cab & chassis) price (List price less Sourcewell Discount)
- Canadian Peterbilt Dealers have the option to order chassis in Canadian or US Dollars.
- If ordered in US dollars, Canadian Peterbilt Dealers have the option to lock-in the exchange rate and have the truck invoiced in Canadian Dollars prior to build date. (typically 2 weeks before build date).
- Peterbilt/PACCAR-Canada provides Peterbilt Dealers the updated exchange-rate on a daily basis.
  - PACCAR Treasury uses a daily average along with 6 month futures.