





**SUBJECT: Sourcewell Customer Pricing CY2021-2024**

**DB # 22-48R  
DATE: 09-08-23**

Peterbilt is excited to announce the following pricing update of the Sourcewell Customer Pricing program for the remainder of 2023 and 2024. Sourcewell, formerly NJPA, holds national contracts that offer an easy, time-saving procurement process for all levels of government and education. The discount by model represents the “% Off List” price the customer will pay when ordering units on the Sourcewell program.

## Sourcewell Customer Pricing CY2021-2024

**Peterbilt Motors Company Contract #060920-PMC August 31, 2023 REVISION**

Model	Model 220	Model 220EV	Model 535	Model 536	Model 537	Model 548
<b>Average List Price</b>	\$119,000	\$367,900	\$115,500	\$128,000	\$145,800	\$177,000
<b>CY2021-2024 Sourcewell DISCOUNT</b>	5%	5%	15%	15%	15%	15%
<b>Estimated Sourcewell Customer Price</b>	\$113,050	\$349,505	\$98,175	\$108,800	\$123,930	\$150,450

Model	Model 567	Model 579	Model 579EV	Model 589	Model 520	Model 520EV
<b>Average List Price</b>	\$281,000	\$264,700	\$662,700	\$294,000	\$284,000	\$690,300
<b>CY2021-2024 Sourcewell DISCOUNT</b>	25%	25%	25%	25%	25%	25%
<b>Estimated Sourcewell Customer Price</b>	\$210,750	\$198,525	\$497,025	\$220,500	\$213,000	\$517,725



## **Dealer Guidelines:**

- Spec truck(s) to customer requirements using current Price Level
- Select Sourcewell code (9409843) in the Special Codes section of SmartSpec
- Sourcewell discount comes off Total LIST PRICE
- Customer & Dealer pricing matrix available on PACCAR.net
- Customer price includes cab & chassis, factory-freight, Pre-Delivery-Inspection (PDI), marketing fee, and dealer profit
- Price does NOT include flooring/interest, any applicable taxes (i.e. FET), commodity surcharge(s), any options/services provided by the dealer outside of PDI (i.e. body, lights, manuals, training, Doc Fees, local delivery, DEF fluid, etc.)
- Dealer invoice to customer must show final chassis price SEPARATE from any other costs noted above including body price & installation if applicable – use the quote/invoice template on PACCAR.net
- Bodies can be marked up 10% up to a maximum of \$7,000
- Pricing must not exceed matrix formula (less than or equal to X% off dealer list)
- Dealer must respond to [PB.Loyalty@paccar.com](mailto:PB.Loyalty@paccar.com) email with customer information for the quarterly sales report

## **Other Requirements:**

- Sourcewell Order will be submitted under the current Marketing Program
- For Tracking and to ensure correct pricing, include Option Code 9409843 PETERBILT SOURCEWELL PROGRAM on all Sourcewell orders
- 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)
- All orders must be submitted at current price level at the time of order
- 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 daily
- PACCAR Treasury uses a daily average along with 6-month futures
- This program may NOT be combined with other customer rebate or promotional programs
- Training is available on PACCAR.net, search Sourcewell

Contact your Regional Sales Office with any questions.

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