



Sourcewell Customer Pricing CY2021-2024

Peterbilt Motors Company Contract #060920-PMC September 1, 2022 REVISION

Model	Model 220	Model 220EV	Model 535	Model 536	Model 537	Model 548
Example MSRP/Base List Price	\$100,794	\$510,000	\$99,051	\$102,158	\$103,943	\$118,554
CY2021-2024 Sourcewell DISCOUNT	5%	15%				
Sourcewell Customer Price	\$95,754	\$433,500	\$84,193	\$86,834	\$88,352	\$100,771

Model	Model 365	Model 367	Model 567	Model 579	Model 579EV	Model 389	Model 520	Model 520EV
List Price	\$194,999	\$209,086	\$202,862	\$213,784	\$670,000	\$209,300	\$220,522	\$690,000
CY2021-2024 Sourcewell DISCOUNT	25%							
Sourcewell Customer Price	\$146,249	\$156,815	\$152,147	\$160,338	\$502,500	\$156,975	\$165,392	\$517,500

*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)
- All orders must be submitted at current price level. Current price level is 1/1/23. Note, this might change for second half of 2023.
- 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.