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APPLICABLE TO UNITED STATES DEALERS ONLY

Freight Delivery Price Increase

All U.S. International® Dealers

Due to higher fuel prices and increased delivery costs associated with ongoing industry related driver shortages, Navistar is increasing the outbound shipping charges as follows:

Current Price All International® Models (except International® CV™ Models):

	Current Price	New Price
Base Destination Charge	\$2,350	\$2,600
Base Will Call Charge	\$1,974	\$2,200

All International® CV™ Models:

	Current Price	New Price
Base Destination Charge	\$1,595	\$1,700
Base Will Call Charge	\$1,340	\$1,400

The new price will take effect on vehicles invoiced January 3, 2022 or later.

In keeping with policy, the changes in Destination and Will Call charges are not subject to price guarantee. Please see included General Provisions for further details of the Prepaid Destination Charge Program.

Using “Will Advise” and “Will Call” Ordering Destinations

Will Advise – When submitting an order, select this option when there is not a confirmed final destination from the customer. Orders should be placed with the destination “Will Advise” and when determined, the final destination should be updated in the following ways:

1. Submit an electronic Order Change Request (OCR) to the Customer Responsiveness Center (CRC) and follow up with your assigned order analyst at **1-800-641-4000**.

2. For Springfield, Ohio Will Advise, use SPFDWA. For Laredo, Texas Will Advise, use ESBOWA.
3. For Will Advise trucks dwelling at a carrier's yard for 30 days or more, a maintenance fee will be charged to the ordering location/dealer (see Monthly Maintenance Fees below).

Will Call – When submitting an order, select this option when a carrier of choice is desired or when the customer will pick up the vehicle. Orders should be placed with the destination “Will Call” and appropriate “Will Call” charges outlined above apply. For those units that are Will Call, Navistar will process freight credits on a monthly basis after the unit has been picked up. No action is required by the Dealer. Please do not submit a Dealer Sales Reimbursement request for freight credit for Will Call units picked up from the Truck Specialty Centers (TSC). Orders can be changed to ‘Will Call’ if the truck is not decked or shipped from the transportation companies’ yard. To change an order to Will Call, do the following:

1. Submit an electronic Order Change Request (OCR) to the Customer Responsiveness Center (CRC) and follow up with your assigned order analyst at **1-800-641-4000**.
2. If the truck is built (Step 30 thru 60), call the Truck Specialty Center (Springfield - TSC) - **1-800-641-4000**.
3. For Springfield, Ohio Will Call from TSC, use TSPCWC. For Springfield, Ohio Will Call from Truck Movers’ lot, use SPRING. For Laredo, Texas Will Call from Truck Movers’ lot, use LAREDO.

Monthly Maintenance Fees

Any vehicles dwelling at any transportation location or Truck Specialty Center (TSC) for more than 30 days will incur monthly maintenance fees of \$150 in accordance with maintenance procedures updated July 2017.

Ordering Location Responsibility

In all cases, the ordering locations are responsible for ensuring they have selected the correct destinations for their ordered vehicles. Vehicles will be shipped per the addresses or instructions designated in the system. If an incorrect address is entered by the ordering location, any additional moves by Navistar to the correct location will have all costs associated with that additional movement charged to the ordering location.

INTERMEDIATE DESTINATIONS - GENERAL PROVISIONS

These provisions include delivering vehicles as factory built less (without) body installations of any type or equipment which can interfere with the vehicle being shipped in a decked set as a lead, 2nd, 3rd or 4th position.

To establish consistency in the process and maintain quality control, Truck Movers will shuttle the trucks to and from intermediate destinations within a 25-mile radius from Springfield, Ohio and Laredo, Texas.

1. The uniform International destination charge applies on shipments of vehicles from the manufacturing facility or **ADJACENT TSC LOCATION**, directly to dealer or region locations. Routing and method of shipment are determined by Navistar’s Distribution Department. These charges will likewise apply to units delivered to dealers from regional inventory.
2. An intermediate movement is defined as a movement to an adjacent TSC location or a location chosen by the dealer/ordering location.
 - A. For any intermediate movement, this routing must be indicated on the original plant order, showing an intermediate movement and a subsequent movement to a destination under the International prepaid freight program. The dealer must also communicate the subsequent movement to the 3rd Party Modifier who will advise movement/processing charges.

<u>Production Facility</u>	<u>Approved Intermediate Location</u>	<u>Intermediate Movement Code</u>	<u>Per Unit Charge</u>

Springfield	Truck Specialty Center (Springfield)	TSCWRK	No Charge
	Fontaine (Springfield)	SAPFON	Contact Fontaine
	Kaffenbarger (New Carlisle OH)	SAPKAF	Contact Kaffenbarger
	Fontaine (Laredo)	LARFON	Contact Fontaine
	Kaffenbarger (Garland)	GAPKAF	Contact Kaffenbarger
	Custom Vehicle Solutions (Denton)	CVSDEN	Contact CVS
	Rotex International (Laredo)	LARROX	Contact Rotex
Escobedo	Truck Specialty Center (Escobedo)	TSCWRK	No Charge
	Kaffenbarger (Garland)	GAPKAF	Contact Kaffenbarger
	Fontaine (Laredo)	LARFON	Contact Fontaine
	Custom Vehicle Solutions (Denton)	CVSDEN	Contact CVS
	Rotex International (Laredo)	LARROX	Contact Rotex
	Fontaine (Springfield)	SAPFON	Contact Fontaine
	Kaffenbarger (New Carlisle OH)	SAPKAF	Contact Kaffenbarger

- B.** For intermediate moves outside of the Truck Specialty Centers, the dealer must contact their 3rd Party Modifier for pricing (price also includes receiving the vehicle back into the equalized freight program). Trucks will not be moved to 3rd Party Modifiers until payment arrangements have been made with Truck Movers by the 3rd Party Modifier. It is the dealer's responsibility to make all

arrangements with the 3rd Party Modifiers. The 3rd Party Modifier must work with Truck Movers on pick up/drop off times.

- C.** The intermediate destination provision will apply only when the modification performed does not preclude the truck involved from being shipped in an efficient shipping combination. It must be possible to ship the unit(s), driven or decked, in three-way shipping combinations, after modification. Acceptability of the modifications are carrier's discretion based on Navistar's policy. No body installation of any type or equipment which can interfere with the unit being shipped as a lead, 2nd, 3rd or 4th position in a decked set.
- 3.** When trucks are routed to 3rd Party Modifiers for modifications (excluding body installations of any type or equipment which can interfere with the unit being shipped as a lead, 2nd, 3rd or 4th position in a decked set), those trucks will also be included in the program on the following basis:

 - A.** If an ordering location wants to set up an Intermediate movement, they must use one of the codes in the table under 2A. If not listed, contact CRC at 1-800-641-4000. Dealer/ordering locations are responsible for all additional charges. The 3rd Party Modifiers should contact Truck Movers for pricing of the intermediate movement.
 - B.** When a dealer directs that a truck be moved to a 3rd Party Modifier for modifications, the promised delivery time estimate originally shown in Sales Tools is to the 3rd Party Modification Center. A new ETA will be provided when modifications are completed, truck has been moved to carrier, and a driver is assigned. Trucks will be put back into the normal transportation system after modifications are completed.
 - C.** The intermediate movement provision will apply only when the modification performed does not preclude the truck involved from being shipped in an efficient shipping combination. It must be possible to ship the unit(s), driven or decked, in three-way shipping combinations, after modification. This excludes body installations of any type or equipment which can interfere with the unit being shipped as a lead, 2nd, 3rd or 4th position in a decked set.
- 4.** When units are shipped from the manufacturing facility to companies installing bodies or making modifications which can interfere with the delivery method of the vehicle, this will count as the final movement for the destination charge. Any movement beyond that will be the responsibility of the dealer and charged to the dealer by the carrier. (See general provisions, 2C, 3 and 3C).
- 5.** Dealers or customers may request direct shipments of their vehicles from the manufacturing facilities or TSC's to a specific point other than the dealer locations for final destinations. In such cases the prepaid destination charge will cover the movement to the designated location, with the dealer or customer responsible for the actual cost of any movement beyond that point.
- 6.** For Alaska, the dealer or customer will be responsible for any movement beyond the original destination of the port of Anchorage.

To maintain a fair and economical distribution program, the routing and method of shipment must be determined by Navistar's Distribution Department. Timely deliveries for all dealers depend upon this centralized control of shipments.

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