



Letter# : G-797C
Content Type : Product Pricing
Posted Date : 11/23/2021
Effective Date : 11/23/2021
Expiration Date : 12/31/9999

APPLICABLE TO UNITED STATES DEALERS ONLY

International® Trucks 2022 and 2023 Model Year Commodity Surcharges

This Supersedes Product Pricing Letter G-797B

Updated (11/23/2021) – Revised Surcharge

As you have heard in many previous dealer town hall calls, we continue to see supplier disruptions and significant cost increases impacting our industry. Many of the major commodities used in production of our vehicles are seeing large increases including steel, aluminum, copper, and resins.

Despite our best efforts, global marketplace dynamics continue to increase our costs and International has absorbed these material cost increases to date. Competitors are seeing the same impact as we have seen with their recent announcements of price increases and surcharges. Therefore, International is implementing the following **surcharges** that will be applied on both Model Year 2022 and 2023 truck production.

Surcharge Details

- **MY22:** All MY22 production on/after July 1, 2021 will have the below non-discountable surcharge applied to the factory invoice.
- **MY23:** All MY23 production will have the below non-discountable surcharge applied to the factory invoice. This will replace the MY22 surcharge.

		All units built before January 1, 2022	All units built on or after January 1, 2022
International® Model	MY22 Surcharge	MY23 Surcharge	MY23 Updated Surcharge
MV™	\$500	\$750	\$2,500
HV™ Medium Duty (incl. AWD)	\$500	--	\$3,000
HV™ Heavy Duty	\$500	--	\$4,000
HX®	\$500	--	\$4,000
RH™, LT®, LoneStar®	\$500	--	\$3,500
CV™	\$300*	\$500*	\$2,500

*CV Model Year is MY21 (\$300), MY22 (\$500) and MY22 (\$2,500).

Additional Notes

- Surcharge will be applied to all existing stock and sold orders.
- Surcharge will be administered as a **non-discountable** charge on the invoice.
- Dealers are responsible for notifying customers and adjusting their Sales Tools proposals accordingly to account for this additional charge on current orders and quotes as well as new quotes. **The surcharge impacts noted will not automatically be updated in Sales Tools proposals.**

Cancellation Waivers

- Any program orders that are defined as non-cancelable and are scheduled to be built after June 30, 2021 will be allowed to cancel if cancelled by May 31, 2021.
 - Any program orders that are defined as non-cancelable and are scheduled to be built after November 30, 2021 will be allowed to cancel if cancelled by September 7, 2021.
- Any orders scheduled to be built after June 30, 2021, will have cancellation charges waived if cancelled by May 31, 2021.
 - Any orders scheduled to be built after November 30, 2021 will have cancellation changes waived if cancelled by September 7, 2021.
- **Any orders scheduled to be built after January 1, 2022, will have cancellation charges waived if cancelled between November 23, 2021 and December 15, 2021.**

Price Guarantee Policy

- The non-discountable surcharge outlined above is a per unit charge and is not subject to price guarantee.
- All stock and sold orders produced on July 1, 2021 will be subject to the Surcharge outlined above, regardless of effective date of an approved SPA or Sales Program.

If you have any questions, please contact your regional Central Sales Administration representative at 331-332-5700.