



February 18, 2022

To: TYMCO Dealers

From: Bobby L. Johnson
Vice President, Marketing

RE: Updated TYMCO Pricing – Effective IMMEDIATELY

TYMCO is sending out updated Master Price Lists dated March 1, 2022 via FedEx to you early next week. All orders for demonstrator / stock units that are invoiced after **TODAY** will be invoiced at March 1, 2022 pricing. TYMCO will honor December 1, 2021 pricing on "new" sold orders for end-user customers until March 1, 2022. Details on this will be included with the Master Price Lists being sent to you via FedEx next week.

TYMCO has been monitoring our supply chain over the past year, and based on what we are experiencing with inbound shipping costs, pricing on our US-manufactured mild and stainless steel as well as several other major component supplier price increases, TYMCO is issuing updated pricing in order to cover these costs.

As compared to the previous 12/1/2021 price list, the updated base price increase average across all sweeper models is approximately 4% - 5%. The updated stainless hopper pricing average across all sweeper models is approximately 12% - 18%.

TYMCO Marketing and your Regional Sales Manager will have updated pricing early next week and can provide you an updated price before you receive your updated price list. Please contact us if you have any questions.

Sincerely,
TYMCO, Inc.

Bobby L. Johnson
Vice President, Marketing



December 14, 2021

To: All TYMCO Dealers
From: Kenneth J. Young and Gary B. Young

RE: 2023 Model Year (MY) Freightliner M2 Chassis – EFFECTIVE IMMEDIATELY

We have sold out of 2022 Model Year (MY) and 2023-i Model Year Freightliner M2 chassis. This situation with Freightliner trucks happened very quickly due to strong TYMCO sweeper sales but mostly due to a change in pricing for Freightliner trucks that we have on order. We were informed yesterday, Monday, December 13 by Freightliner that all production of the 2023 Model Year Freightliner M2 chassis will have additional surcharges added to the price of every truck built. This pricing adjustment results in the reclassification of all 2023-i Model Year chassis to 2023 Model Year with updated pricing outlined below.

The 2023 Model Year Freightliner M2 chassis will have a **REQUIRED** price increase by Freightliner of **\$7,000.00** over the 2022 Model Year chassis. This price adjustment is made up of the following:

- | | |
|---|-------------------|
| 1. 2022 to 2023 Model Year Increase | \$5,500.00 |
| a. Includes REQUIRED Model Year Increase | |
| b. Includes REQUIRED Freight and Materials Surcharges | |
| c. Includes Handsfree Bluetooth Radio | |
| 2. 2023 Model Year CARB 22 Certification | \$1,500.00 |
| a. Includes CARB Certification Decal | |
| b. Includes Cummins Aftertreatment | |
| 5 Year / 150,000 Mile Extended Warranty | |
| 3. 2023 Model Year Cummins Engine 5 Year / 150,000 Mile Extended Warranty | Included |
| TOTAL 2023 Model Year Freightliner M2 Chassis Increase | \$7,000.00 |
| Applies to Model 435, Model 600 and Model 500x Chassis | |

In light of this recent development, the following items will apply **IMMEIDATELY**:

1. **ALL** demonstrator units **currently** on order using a 2022 **OR** 2023-i Model Year Freightliner M2 chassis are currently under review.
2. **ALL** sold end-user customer units **currently** on order using a 2022 **OR** 2023-i Model Year Freightliner M2 chassis are currently under review.
3. All outstanding quotes to end-user customers that reflect 2022 **OR** 2023-i Model Year Freightliner M2 chassis need to be updated **IMMEDIATELY**.

An updated Master New Truck Price List will be sent out this week. All Regional Sales Managers (RSMs) and TYMCO Marketing will have updated pricing later this week. Please contact your RSMs or TYMCO with any questions or to help prepare updated quotes. Thank you.