

## Bill Pedigo

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**From:** Sam Miceli <emarketing@federalsignal.group>  
**Sent:** Thursday, December 2, 2021 2:20 PM  
**To:** Bill Pedigo  
**Subject:** Chassis Material Surcharge Communication - 12.2.2021



December 2, 2021

To: All Vector and TRUVAC Dealer Personnel

Re: Chassis Material Surcharge Communication

Vector and TRUVAC Dealer Personnel:

This week, Vector Manufacturing was notified by our Navistar Dealer, Southland Transportation Group, that Navistar is implementing a "material surcharge." Below is the actual language from the communication.

*The increased materials surcharges communicated by Navistar to the dealer network are as shown below. These surcharges will apply to all chassis built January 1<sup>st</sup> and forward, including chassis with build dates originally scheduled in 2021. I will need to revise the pricing on both SOLD orders as well as the standard model pricing I have submitted ....*

MV607 (Cummins B6.7 / L9)	\$2,500
HV507/607 (Cummins B6.7 / L9)	\$3,000
HV513/HV613 (International A26)	\$4,000
HX520/HX620 (A26 / X15)	\$4,000

As a result, effective immediately, Vactor and Westech will be updating chassis pricing to incorporate the material surcharge by model for all Navistar chassis. We will also update pricing on all existing orders affected by the surcharge and will send out new Sales Order Acknowledgements.

Additionally, in discussions with senior leadership at Daimler Chrysler, they have also indicated a surcharge is likely. Should that happen, we will issue a similar communication with specifics related to the Freightliner and Western Star chassis.

We appreciate your understanding during these challenging times and feel free to reach out to your Regional Sales Manager, Mickey McKee, or myself with any questions or concerns .

Sincerely,



Sam Miceli

Vice President\General Manager – Vactor\Truvac



Vactor Manufacturing / TRUVAC, 1621 South Illinois Street, Streator, IL 61364

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