



PRICE SUMMARY PAGE

SOURCEWELL RFP # 060920

National Auto Fleet Group RFP # 060920 price's utilize a percentage off MSRP/List

Pricing offered are **MINIMUM DISCOUNTS** ranging over 11 manufactures from 2% through 42.66% including all Factory Options

MSRP will updated annually

MSRP is controlled and updated by the manufacture from time to time, a percentage off MSRP is utilized to show MINIMUM DISCOUNT

Each Manufacture Range is detailed in the tabs below, here is an overview

Ford Motor Company from 2.75% to 18.86%

RAM FCA Company from 6.18% to 13.95%

Chevrolet from 5.73% to 21.39%

HINO from 14.36% to 19.24%

ISUZU from 9.98% to 15.57%

International from 2.01% to 39.33%

Volvo from 23.79% to 24.19%

Freightliner/ Western Star from 34.17% to 42.90%

MACK from 16.97% to 31.95%

Kenworth from 28.11 to 39.31%

Peterbilt from 21.09% to 42.66%

All pricing is subject to OEM surcharges in effect

All Models Offered can be upfitted by our Upfitter's or a Members Upfitter of choice

Pricing Can be Obtained using two methods:

1. Online ordering process using www.NationalAutoFleetgroup.com

Pricing varies from State to State, our online quoting tool is recommended for accuracy

Our site will hold most pricing for current and future model years

2. Member's can call NAFG at 1-855-289-6572

Factory Options:

All factory options can be added at the same discount rate

Subsequently Optional Equipment:

Additional Keys \$ 300 each (2 come standard per vehicle)

Service Manuals: \$ 400 Each if desired

Extended Warranty (Ford, Chevrolet and Ram Only)

5 year/60 Months, 100,000 Mile, \$ 00.00 Deductible = \$ 2,500

All other Warranty coverages will need to be quoted separately as an factory option

Upfits and Accessories:

All Upfitting can be added, see sperate tab "Upfits"

Upfitters must be Qualified by NAFG to upfit any vehicle

Payment Discount Option on Class 6, 7 and 8 Chassis:

A \$ 500 credit can be earned by a Member if NAFG is allowed to invoice and collect payment from a Member when there Chassis arrives at an installer for upfitting.

Factory Destination Charge:

NAFG does not control the manufacturer destination charge they add to every vehicle
Destination Charge by the factory is merely to have the unit shipped the first time to the dealer
it does not include subsequent shipping to or from an upfitter
Alaska and Hawaii Special Shipping Cost will be passed on at cost

Credit Card Payment:

Accepted at a MAXIMUM per vehicle of \$ 2,500

All Credit Card Payments over \$ 2,500 are subject to additional fees which can be passed on

Not Included in Pricing:

Pertaining to Dealer Partners: Hino, Isuzu, International, Volvo, Freightliner, Western Star, Mack, Kenworth and Peterbilt

Charges not included but can be at the local level for a dealer:

Standard Store Charge/Pack No more than \$ 2,000

Local's Wash, Prep and Detail No More than \$ 600

If applicable Flooring Charges \$ 15 / Day

New Manufacturer/ Models:

As Manufacturers and New Models become available, NAFG will work with Sourcewell
to add them to our contract.

Out of Stock Fee:

Dealers may charge an Out of Stock Fee no more than \$ 500