

## Houston Freightliner - Sterling - Western Star

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December 17, 2021

Dear City of Deer Park,

As you know, the entire world has been subject to an unprecedented global public health crisis over the past 20+ months. While our industry has shown incredible resilience and we've been instrumental in keeping the world moving, unrelenting and prolonged turbulent economic conditions have resulted. The challenges faced include skyrocketing material and component costs, increased labor wages, rising fuel prices, higher logistics rates and the highest rate of inflation in over three decades.

We at Houston Freightliner Western Star and Daimler Truck North America (DTNA) have worked tirelessly to mitigate the effect of those increased commodity and supply chain costs to you, our valued customer and business partner, to date. However, these continued challenging economic conditions have made it necessary to implement a pricing surcharge on all MY23 Freightliner & Western Star trucks. A surcharge of \$2,900 will be added to each of the MY23 M2-106, 108SD, and 114SD you have on order. Increases are in addition to the MY23 Product Cost Surcharge announced earlier this year. We'll be contacting you soon to discuss the specific adjustments for your trucks order(s) in more detail, but wanted to share this update with you as soon as we were made aware.

In closing, we want to convey our appreciation for your business. We value deep-seated partnerships that extend past recessionary cycles, and which are built on the desire to see our mutual businesses succeed. To that end, we look forward to continuing to be your dealer partner of choice, and to helping your company flourish now and well into the future.

Best regards,

Adam Neuse - Account Manager

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