



WESTERN STAR®

August 14, 2025

To: Western Star Dealer Principals
Western Star General Managers
Western Star Sales Managers
Western Star SpecPro 21 Users

Subject: **SpecPro 21 MODEL YEAR 2027 Pricing Release**

DTNA is pleased to advise you of a SpecPro 21 price level update that has been made available on August 14, 2025 providing you with Model Year 2027 base model retail pricing, option retail pricing and net/net pricing impacts. This will allow you to begin quoting and preparing deals in advance of the order board opening up for Model Year 2027. You may submit concessions now using this data and they will be returned according to the dates outlined in the CY26 DRS Guidelines.

Base Model Retail Pricing: Base model retail prices for the Model Year 2027 price level are noted below:

Model Data Code	Model	Base Model Retail Price Model Year 2026	Base Model Retail Price Model Year 2027
001-472	49X	\$218,650	\$219,332
001-470	47X	\$225,058	\$225,742

Notes:

- The Base Model Retail Price Model Year 2027 does **not** include the Standard Destination Charge.
- The Model Year 2027 escalator is a separate non-discountable line item and is not included in the Model Year 2027 base model prices.
- Items described as Surcharges are separate non-discountable line items and are not included in the Base Model Retail Price Model Year 2027.
- The Base Model Retail Price Model Year 2027 price level pricing will be applicable to orders with 004-227 2027 MODEL YEAR SPECIFIED.
- Base model pricing does not impact orders placed using prior price levels (PRL-29 and earlier).

Revised Content and Pricing: The Model Year 2027 price level update contains Base Model Standard changes, option content and pricing changes. Significant items to note are listed below, however, please carefully review all sections of SpecPro 21 or refer to the August 14, 2025 SpecPro 21 email to review the specific changes. This email document can be found in SpecPro 21 by using the File Menu, Help, and navigating to SpecPro 21 Notifications.

47X/49X:

- 5 Years Detroit Connect Safety Plus is now standard.
- Backup camera is now standard.

Pricing changes across portfolio:

- Suspension pricing has been updated
- Pusher tag packages pricing has been updated
- Fifth wheel pricing has been updated.
- Tire pricing has been updated.
- CTS option pricing has been updated.
- CTS Dealer Pre-Delivery inspection pricing has been updated. It will now reflect a \$500 Retail charge (previously \$0).
- Other modules with minor price updates.

1. Model Year 2027 Escalator:

- MY27 will be published at the amounts below for Program and Concession units.
- The amounts below are in USD.

Models	Model Year 2027 Escalator
47X/49X	\$4,750

- Model Year 2027 escalator amounts are identical for SLP and DC

2. Aftermarket Service Products (ASP):

Aftermarket Service Products (ASP) is implementing a market-driven product portfolio change on extended coverage.

Detroit Engine Coverage	Truck Chassis Coverage	Battery Electric Coverages
• HDEP (DD13, DD15, DD16) – Changing from 4 packages to 3 packages (Basic, Enhanced, Ultimate) • MDEG (DD5, DD8) – Changing from 3 Packages to 2 Packages (Basic, Ultimate) <u>CARB HWY & VOC Harmonized* (+/- \$100):</u> • Equalized Pricing for DD13 & DD15 for Low Torque and High Torque • DD13LT/DD15LT: One Databook Code • DD13HT/DD15HT: One Databook Code • DD16: One Databook <u>NON-CARB HWY & VOC Harmonized* (no price change):</u> • Equalized Pricing for DD13 & DD15 for Low Torque and High Torque • DD13LT/DD15LT: One Databook Code • DD13HT/DD15HT: One Databook Code • DD16: One Databook <i>*Price corrections made where needed for Vocational and On-Highway</i>	• Heavy Duty US and Canada - Moving from 4 packages to 3 packages (Basic, Enhanced, Ultimate) • Medium Duty US and Canada - Moving from 4 packages to 3 packages (Basic, Enhanced, Ultimate) <u>Vocations Harmonized* (3 vocations to 2)</u> • Standard/Moderate and Severe/Extreme • Equalized pricing for Standard Duty and Moderate Duty to current Standard Duty price • Severe/Extreme will continue to have a premium over Standard/Moderate <i>*Price corrections where needed for Standard, Moderate, and Extreme</i>	• No change on ePowertrain and eChassis Coverage (Battery Electric Vehicles)

The NEW Extended Coverage Portfolio and pricing is effective for all coverages with truck order (SpecPro) or in the Aftermarket (OWL) for orders received on or after September 15, 2025. For any questions, please contact your ASP Regional Sales Manager or ASP-Help@daimlertruck.com.

Cummins Extended Warranty Coverage

- All Cummins pricing is based on the production date of the engine and aftertreatment system. Current published pricing is for extended warranty plans for 2025 Cummins engines and aftertreatment systems. Cummins is expected to release updated pricing soon and all 2026 Cummins products will be subject to the new pricing. DTNA cannot provide price protection on Cummins extended warranty plans. The dealer is responsible for being aware of and incorporating the price changes in customer deals.

3. Additional Pricing/Surcharges for CY26:

Items described as Surcharges are separate non-discountable line items and are not included in the MODEL YEAR 2027 base model prices. The amounts have not changed from MY26/CY25. These include, but are not limited to:

3.1 CARB24 Surcharge (Omnibus State First Registration) – Non-Discountable:

- Detroit HD = **\$12,500** / Detroit MD = **\$9,100** (PNV-001)
- Cummins HD/MD = **\$9,000** (PNV-003)

3.2 CARB Compliant Warranty Non-Discountable Escalator Update:

PNZ-002		L9 (greater than/equal to 330 HP) = \$2,160
PNZ-003	DD13 = \$1,590	X12 = \$1,990
PNZ-004	DD15 = \$1,915	X15 (less than 485; equal 500 HP) = \$2,315
PNZ-005	DD16 = \$3,280	X15 (equal 485; greater than/equal to 525 HP) = \$3,680

3.3 Cummins GHG24 Surcharge (PMV-024) – Non-Discountable:

L9 = \$555
X12 = \$450
X15 = \$1,686
X15 EX = \$2,442

3.4 Cummins Tariff Update – Non-Discountable:

- Tariff of **\$205** on L9, X12 and X15 engines

3.5 Manual Transmission Surcharge – Non-Discountable – Canada

Only

- Canadian sales outlets or Canadian-domiciled vehicles
- 47X/49X
- **\$3,000 USD** (RAE-001)

3.6 Cummins X12 On-Highway Surcharge – Non-Discountable:

- Applies to all On-Highway X12 engines = **\$1,000** (RAC-003)

5. Other Pricing Topics

Pricing Eligibility: To be eligible to use the pricing contained in the PRL-30 5.5 update, requested delivery must be on or before January 31, 2027. You cannot request a truck requested delivery date after this date. If for some reason trucks are moved out, DTNA holds the right to not price protect, and these trucks are subject to future price increase announcements.

Price Quotes - Reminder to Specify Price Level: Please remember when requesting price quotes you must select the price level you want used to price the quote. Price quotes must be priced at the same level as the concession set for the deal.

Requests for Concessions (once available): - Reminder to Specify Price Level: Please remember concession request for CY26 pricing must be at PRL-30.

Sales Program Changes for the MODEL YEAR 2027 Price Level Update: Sales Program codes will be provided in a future SpecPro release.

SpecPro 21 Update Information: SpecPro 21 will be pushed to dealer PCs on August 14, 2025. A separate SpecPro 21 email will be issued that contains a listing of specific content changes and additional documentation or detailed instructions.

Key Dates and Price Level Table: A summary of the key dates and price levels for the MODEL YEAR 2027 update is shown below. All models move to PRL-30x for the MODEL YEAR 2027 update:

Model	Order Received Effective Date	Requesting Delivery on or Before	Price Level
49X	September 15, 2025	January 31, 2027	PRL-30X
47X	September 15, 2025	January 31, 2027	PRL-30X

6. Price Protection:

Customer orders meeting **all** of the criteria listed below will be price protected to the price level shown below:

Data Book/Model	Price Level: MY26
47X	PRL-29X
49X	PRL-29X

Price protection does not apply to any Engine Emissions Escalators (when applicable), Standard Destination Charges or Raw Material Surcharges. All escalators will be implemented per terms listed in the escalator announcement.

Price protection does not apply to tire and paint design prices. The updated pricing is applicable for all Model Year 2027 orders regardless of price level.

1. Orders must be designated Model Year 2026.
2. Delivery must be requested on or before January 31, 2026. Delaying delivery in any manner by the dealership beyond this date will automatically disqualify the order for price protection. Spec'ing known long-lead time components in SpecPro that push scheduling of an order past the CY26 requested delivery window disqualify the order for price protection.
3. Change notices must conform to standard Daimler policy and are subject to prior approval from Customer Application Engineering.
4. Replacement TSOs or extensive TCOs received after the TSO deadline will disqualify the order(s) from price protection.
5. Credit approval must be received within two months of order date. Orders on Daimler Truck North America's credit hold list on or after this date do not qualify for price protection.
6. Customer name changes automatically disqualify any order from price protection.

This announcement is in accordance with Western Star's Truck Pricing Policy.

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Daimler Truck North America