

Dealer Commission - National Account Orders

Capacity	ITA Class I	ITA Class II	ITA Class III	ITA Class IV	ITA Class V
2500 - 4000	\$ 550	\$ 750	\$ 100	\$ 550	\$ 550
4500 - 7000	\$ 750		\$ 150	\$ 750	\$ 750
8000 - 12000	\$ 1,250		\$ 200	\$ 1,250	\$ 1,250
13500 - 15500				\$ 1,800	\$ 1,800
17000 - 28000					\$ 3,500
30000 - 36000					\$ 4,000

Attachment Profit	Amount
Hang On Sideshift	4% list
Fork Positioner	4% list
Carton Clamp	4% list
Push Pull	4% list
Rotator	4% list
Single / Double	4% list
Paper Roll Clamp	4% list

Dealer Prep & Freight	Prep	Frt (within 30 mi)
Class I	\$ 200	\$ 100
Class II	\$ 200	\$ 100
Class II (stand up fee)	\$ 300	\$ 100
Class III	\$ 75	\$ 50
Class IV to 7K	\$ 200	\$ 100
Class IV 8 - 15.5K	\$ 250	\$ 150
Class V to 7K	\$ 200	\$ 100
Class V 8 - 15.5K	\$ 250	\$ 150
Class V 17K to 36K	\$ 500	quote
- 17K to 36K Mast Install	\$ 550	

Other Items	Price
1 Function Attachment	\$ 150
2 Function Attachment	\$ 275
3 Function Attachment	\$ 450
LP Tank Steel (Small)	\$ 175
LP Tank Steel (Large)	\$ 250
LP Tank Aluminum (Small)	\$ 250
LP Tank Aluminum (Large)	\$ 350
CDF Files for Electronics	\$ 150
Strobe	\$ 240
Back-Up Alarm	\$ 175
Nameplate	\$ 115
Forks	\$ 50
Fire Extinguisher	\$ 75

Note: Attachments will include install kits. Dealer installed items include parts and labor.