

Financial Commitment Process

An Important Announcement from Hyster Company – Greenville, North Carolina.



Date:
December 12, 2006

To:
Hyster Dealer Principals,
Branch Managers,
Sales Managers, and
Sales Administrators

cc:
Hyster President's Staff,
Regional Sales Mgrs,
National Account Sales
Mgrs, and Marketing
Staff

From:
Kelly Smith
VP - Marketing



Effective immediately, all financial commitments will be approved and transmitted via the Dealer Network similar to the approval of special pricing commitments.

Financial commitments will NO longer be faxed.

To Request a Financial Commitment:

- Financial commitments can be requested one of two ways.
 1. Via Hero/E-Hero by entering the requested discount (standard in most cases) and typing the comment "FC Request Only" in the comment field. See next page for screen shots.
 2. Via E-mail to ahcwiggi@hyster.com by supplying the following information:
 - A. Dealer bill-to code
 - B. Customer name, city, and state
 - C. Quantity
 - D. Model
 - E. Discount (net)
- Financial commitments will be printed at the same printer location as approved special pricing authorizations.
- Please note that financial commitments may still be used in conjunction with special pricing so long as it is requested at the time of discount approval. If requested after the fact, the total discount will be re-evaluated.

*The Customer Loyalty financial commitment process will remain the same.
They will continue to be approved and transmitted via fax.*

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Financial Commitment Process

E-Hero FC Request Screen Shot

Discount Information:		SPR Number:
Date Requested:	12/05/2006	Status: Actions: Submit Save Add Products Back to SPR Listing
Dealership BillTo:	ARNOLD MACHINERY - SALT LAKE CITY - null (045000) ▼	
Requested By:	Bob Chaudoin	
*End User Company Name:	Search Customer	
*End User Company Name:	ABC Company	
*City:	Salt Lake City	
*Address 1:	1234 State St.	
Address 2:		
*Country:	U.S.A. ▼	
*State:	UT ▼	
*Zip Code:		
*End User Is:	☒ New Customer ☐ Existing Customer	*In Territory: ☒ In ☐ Out
Comment:	SC submitted for FC only	

[SPR Details](#) [Competitor Information](#)

			Requested Amount			Approved Amount		
Series	Model	Qty	Cust Disc %	Bill-To Disc %	Del Disc %	Cust Disc %	Bill-To Disc %	Del Disc %
F187	S50FT	10	44	0	0			
Configuration:								
*Powertrain/Voltage:		LPG						
Radiator:								
Brakes:								
Hydraulics:								

See Hero screen shots on next page.

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Financial Commitment Process

Hero FC Request Screen Shot – Model Tab

Special Commitment Request

Request # Request Date Start Date Transmit ☐
SC # Response Date End Date Approved ☒ U
Approval Date Cancel Date Pending ☐

Customer Parent

Salesperson Approval Password
Requestor Approve

Details			Competitor Information				Comments		
	Series	Model	Series Qty	Req % Cust	Req % Bill-To	Req % Dlv Dlr	Apv % Cust	Apv % Bill-To	Apv % Dlv Dlr
	F187	S50FT	10	44.00	0.00	0.00			
*									

Hero FC Request Screen Shot – Comment Tab

Special Commitment Request

Request # Request Date Start Date Transmit ☐
SC # Response Date End Date Approved ☒ U
Approval Date Cancel Date Pending ☐

Customer Parent

Salesperson Approval Password
Requestor Approve

Details		Competitor Information		Comments	
	Comment	Date	Type		
▶	SC submitted for FC only	2/5/2006	D		
*					

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