

Appendix A

Special Qualification Rule

- Dealers who have an ITA industry that represents 3% or more of the National ITA industry (Mega ITA Dealers) must achieve 15% Total Retail Booking Market Share, 100% of their Parts Objective and 3900 points or 14.5% Market Share, 98% of their Parts Objective and 4400 points to qualify for Dealer of Distinction.
- Dealer of Honor and Dealer of Merit qualification requirements are not changed.
- If a Mega ITA Dealer has a large account removed from consideration in their territory (as per the first bullet on page 7), this account will also be removed from their ITA numbers. If this adjustment drops their ITA industry below the 3% level, then that dealer must achieve the programs standard requirements for qualification.
- Hyster Company has final authority over the administration of the Special Qualification Rule.

Truck Salesperson Qualification

- A full-time truck salesperson has no parts and service responsibility, (other than Fleet Management and contract maintenance promotion) works outside and has an assigned territory and/or list of specified accounts. Counts as one salesperson.
- A part-time salesperson has both new truck and aftermarket sales responsibilities, is compensated accordingly, works outside and has an assigned territory and/or list of specified accounts. Counts as three quarters (.75) of a salesperson.
- A management employee with total responsibility for assigned accounts in 2004, i.e., no territorial salesperson is compensated for these accounts, counts as one salesperson, but only if they have booked 75 trucks or more in 2003. Management employees, under the same aforementioned circumstances, count as one half (0.5) if they booked more than 25 trucks in 2003.
- A full-time telemarketing person assigned to equipment sales exclusively will count as one half (0.5) of a salesperson.

Aftermarket Salesperson Qualification

- A full-time aftermarket salesperson has no new truck responsibility, works outside and has an assigned territory and/or list of specified accounts. Counts as one salesperson
- A part-time salesperson has both new truck and aftermarket sales responsibilities, is compensated accordingly, works outside and has an assigned territory and/or list of specified accounts. Counts as one quarter (.25) of a salesperson.

Potential Industry Labor Hours

Potential industry labor hours are determined by multiplying the labor hour factors in the following table by the ITA retail shipment history for each class and age category.

Labor Hours Factors	
Truck Class	Potential Hours Per Truck Per Year
I	23.95 hrs.
II	25.12 hrs.
III	15.66 hrs.
IV	28.46 hrs.
V	29.04 hrs.