

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 share is 13%, Parts 95%, and 3100 points and Dealer of Merit share is 12%, Parts 92%, and 2300 points.
- If a Mega ITA Dealer has a large account removed from consideration in their territory (as per the first bullet on page 6), 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 partial unit 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 unit salesperson.
- A management employee with total responsibility for assigned accounts in 2005, 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 2005. Management employees, under the same aforementioned circumstances, count as one half (0.5) a salesperson if they booked more than 25 trucks in 2005.
- 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 Hour Factors		
Truck Class	Industry Shipments 1995 - 2003	Industry Shipments 1994
I	23.95 hrs.	20.66 hrs.
II	25.12 hrs.	21.66 hrs.
III	15.66 hrs.	13.51 hrs.
IV	28.46 hrs.	24.54 hrs.
V	29.04 hrs.	25.04 hrs.

DEALERS OF DISTINCTION

PAST WINNER SUMMARY

Dealer	Location	Years Award Won
Barloworld	Alabama	1994, 1995, 1996, 1997, 1998, 2000, 2004
Barloworld	Georgia	1994, 2004
Barloworld	South Carolina	1994, 1996, 1998, 1999, 2004
Equipco	Bridgeville	2004
Iowa Machinery	Iowa	1997, 1998, 2004
Johnson Lift Hyster	Los Angeles	2004
Materials Handling Equipment Co.	Colorado	1999
MH Equipment	Illinois	1997, 1998, 1999, 2000, 2002, 2003, 2004
MH Equipment Co. (The Bode-Finn Co.)	Ohio South	1994, 1996
Modern Handling	New Jersey	1999, 2000
Papé Material Handling	Eugene	1994, 1995, 1996, 1997, 1998, 1999, 2000, 2001, 2002, 2003, 2004
Papé Material Handling	Fremont	1999, 2000
Papé Material Handling	Portland	1994, 1995, 1996, 1997, 1999, 2002, 2003, 2004
Papé Material Handling	Sacramento	1997, 1998, 1999, 2000
Papé Material Handling	Seattle	1995, 1996, 1999, 2002, 2004
Papé Material Handling	Spokane	1994, 1995, 1996, 1997, 1998, 1999, 2000, 2002, 2003, 2004
Papé Material Handling	Yakima	1994, 1995, 1996, 1997, 1998, 1999, 2000, 2002, 2003, 2004
Pride Equipment	Long Island	1996, 1997, 1998
VBS Inc., MHE	Richmond	2003

Wajax Industries	Central	1996, 1997, 1998, 1999, 2000, 2002, 2003
Wajax Industries	East	1999, 2000
Wajax Industries	Prairie	1997, 1998