

FleetSmart

PM RATE GUIDE

The purpose of this guide is to establish competitive guidelines when quoting Periodic Maintenance for fleet customer prospects. The FleetSmart PM Guide was created with input from several Hyster dealers. The following parameters will be used when quoting FleetSmart PM Rates by Hyster Fleet.

I. Labor Times-Basic Service Level

Class	Hours
I -----	1.00
II -----	1.00
III-----	.50
IV/V (up to 7Klbs.)-----	1.25
IV/V (8Klbs. to 15.5Klbs.)-	1.50

II. Labor Rates

FleetSmart PM Labor rate will be calculated at 20% off of dealer's last known general labor rate.

EXCEPTION: If dealer has equipped truck(s) with telemetry solution and using the device as their guide for PM scheduling (by run time hours), 5% will be added to their FleetSmart PM labor Rate.

EXAMPLE: General labor rate is \$80/hr., FleetSmart labor rate will be \$64/hr. (80% of \$80). If telemetry solution is used, PM rate will be \$67.20/hr. (105% of \$64)

III. Zone Charges

U.S.	Canada
0-30 minutes =\$10	0-30 minutes =\$30
31-60 minutes =\$20	31-60 minutes =\$45
61-90 minutes =\$50	61-90 minutes =\$60
91 + minutes = PM labor rate	91 + minutes = PM labor rate

IV. Parts/Environmental/Supplies

Parts pricing will be at consumer list*. Dealers are recommended to use most economical container size for engine oil (i.e. eng. cap. is 5 qts., dealer should use 5/4 gallon part number). The Basic level PM cost will not include air filter replacement unless requested by customer. Environmental and supplies will be capped at 12% of parts/fluids total and includes topping off of fluids.

V. FleetSmart PM Service Report

A FleetSmart PM Service Report has been created to use on fleet accounts. This is optional, but highly recommended. The FleetSmart PM Service Report can be downloaded from the Fleet link.

This document is meant as a guide for Hyster Fleet to estimate PM costs for customer fleet accounts. Deviations in PM pricing greater than 5% should be agreed to by the affected dealer(s). Hyster Fleet reserves the right to discontinue the use of this guide as an estimating tool.

*except Canada