

Title: Americas Sold Alone Pricing Policy	Document Control Number: 29861
Page 1 of 2 Document Author: Jamie Robinson	Effective Date: 1-Aug-2009 Revision No. 0

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1. Objective

- 1.1. This policy defines the policy related to sold alone pricing and approvals that are required. It does NOT include instructions for administering the options and prices.

2. Scope

- 2.1. This policy applies to Americas' Units Pricing.

3. Citing / Cited Documents

- 3.1 See [Master Index](#) or **Appendix A** for a complete list of Citing & Cited Documents

4. Definitions

- 4.1. See [Master Glossary](#) or **Appendix A** for a complete list of terms and definitions.

5. General

- 5.1. A sold alone order is not an order for a complete truck, but is an order for forklift options; ie, a mast may be ordered alone. The option that is ordered is normally built and shipped from the truck model default build plant. Sold alones are ordered through eHero, webYTS, and NOMS (NMHG Order Management System).

6. Description

- 6.1. Sold alones are only available for current build models unless there is special approval to build the option. Options for previously built models should be ordered from PDC (Parts Distribution Center.)
- 6.2. All options for class II and class III models must be sent to Applications Engineering for a quote. (That will ensure that the sold alone meets the necessary requirements for the application where the truck is being used.)
- 6.3. In class I, IV, V sold alones are available in the Standard Price book for the options listed below. All other sold alones for class I, IV, V current model build trucks must be referred to Applications Engineering.
 - 6.3.1. Masts
 - 6.3.2. Carriages
 - 6.3.3. Sideshifters
 - 6.3.4. Hose groups for Nijmegen models only. (Required by Nijmegen on all mast sold alones)
 - 6.3.5. Line Driver Wire guidance on Order Selectors (These are not provided through Aftermarket)
- 6.4. Options listed in 6.3 above that do not have their own parts list, must be referred to the appropriate Applications Engineering group. Examples are "mast convenience numbers". In these cases, the mast, and carriage, and hose group are one part number. That means cost and price are not available for the mast alone. A sold alone order for the mast must go to Applications Engineering for a price quote.
- 6.5. Exceptions to this policy must be approved by the Manager Product Supply or the Process Leader Planning and Scheduling.
 - 6.5.1. These exceptions are for one-time orders. The option price will be established in NOMS to allow the one-time exception and dates will limit further availability of the sold alone.
- 6.6. Prices for standard Price Book sold alones (maintained by Units Pricing, not Applications Engineering and listed in 6.3 above) will be updated periodically. The Director of Pricing Strategy must approve the periodic sold alone price changes.
- 6.7. Prices for sold alones on new series will be established once cost is available from the build plant.

7. Records

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7.1. DCN 29862 (NOMS.)