



# **Sales Training**

## **Price Pages**

**October, 2009**

# Price Page Notes

## Selected options:

- **6500 lb capacity models** will have an extended lead time of 14 months until further notice.
- **High Performance Mast Chain Lube** clings to the chain better and prevents dust, dirt and debris from sticking to the chain. Use this option in dirty environments or those where the mast chain occasionally gets wet.
- **Corrosion Resistant Chain** is zinc plated for corrosive environments where the mast chain is always wet or is subject to brine or other corrosive materials.
- **Lower Thrust Rollers** are additional rollers mounted to the bottom of the carriage fork bar and should be specified when handling offset or wide loads.
- **Air Intake Pre-Cleaner** offers an additional level of air filtration for environments that have large amounts of airborne dust and dirt.
- **Belly Pan** includes an added steel plate to the bottom of the truck that prevents debris from kicking up into the engine compartment and cooling system.

# Price Page Exercise

- Use the output that was generated in the SureSpec exercise to complete this exercise.
- Match the features and options on page 3 of the SureSpec output (from the case study you selected) with the prices shown on the price pages. Check all appropriate features and options that apply.
- Calculate the total list price of the C-5 truck.
- Review and discuss solutions.

# Price Page Exercise (Solution)

## Water Boy Inc – Case Study 1

C5 1000-50	TT188	\$28,415
On-Demand Cooling		\$1500
Power Brakes		\$2500
Gel Battery		\$200
High Performance Mast Chain Lube		\$70
Plated Corrosion Resistant Chain		\$255
Lower Thrust Rollers		\$65
<u>Air Intake Pre-Cleaner</u>		<u>\$285</u>
<b>Total List Price</b>		<b>\$33,290</b>

# Price Page Exercise (Solution)

## Great Lake Pipes – Case Study 2

C5 1000-50	TT188	\$28,415
Gel Battery		\$200
Lower Thrust Rollers		\$65
<u>Radiator Screen</u>		<u>\$185</u>
<b>Total List Price</b>		<b>\$28,865</b>