





NOTES

- 1
- Customer Name & Product Model will be selected from the Deal screen.( New Customers will be added by Salesman and Special Units will go through to Product for MANEC specs and to Costing Manger for Costing of Unit( These units will be added to system Database once Approved as order Intake.
  - All Extras( German Product accessories, Local Accessories and Bodies) will be Defined at this point from system .
  - Buy Back/Trade Back, Trade in and R&M Will be defined here from system.
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- 2
- The Chassis’ Selected during the creation of the Deal will be confirmed or changed at this point and once confirmed the units will be removed from the stock list and assigned for sale under the Deal.

Terms and Definitions

HOS :	Head Of Truck Sales
ASM :	Aread Sales Manager
OTP :	Offer To Purchase
OM :	Order Management
BB :	Buy Back
Channel Head :	Head of Retail and Head of PCD and Key Accounts