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ATI Apparatus Dealer/OEM hose program
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Outline of Program

Purpose:

To provide hose and couplings to apparatus dealers, repair facilities and Original Equipment fire apparatus manufacturers with JIT shipping from ATI

Competition: Kocheck, Key, Angus, Snap-tite and FireQuip

1. Develop an ATI E-Z JIT order form to make ordering for apparatus easy for the customer. (Sample attached)
2. Develop mailing list in all regions for apparatus dealers and OEM accounts
3. Develop a cross reference hose guide with other manufacturers
4. Develop pricing discounts (Discount codes) for new apparatus customers, which is equal to or below the competition.
5. Develop catalog/binder with other info (specs, FL charts, order form, warranty) as part of a mail/email package
6. The dealer order should have date needed for truck delivery on PO. Should the date change on truck/hose delivery the dealer shall give ATI notice of date change
7. ATI production will stage on a pallet the hose for the order in advance of the delivery date and cover hose with plastic when special stenciling is not required
8. Dealer will specify on the original order and special stencil/numbering needed on the hose, and hose will be stenciled just prior to shipments. Changes in truck delivery will be communicated to ATI, at least 30 days prior to delivery and updated delivery will be given.
9. 5" Hose pricing should be ~ \$515.00/section, DJ in the -40/13 range, 4" ??
10. The binder information should contain a sketch drawing of a truck bed, cross lays, speed lays and front hose connection where necessary. This will allow the dealer to specify to ATI the hose requirements and area needed for hose and couplings by the customer.
11. When possible the customer should submit detailed hose specification with order to be kept on file with order from at ATI
12. The attached form can be saved in auto-format in Adobe Acrobat professional, so it could be filled out on the computer and faxed or emailed by customer

